

## PERSONAL INFORMATION

## Jitin Saluja

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Sex Male | Date of birth 25 May 89 | Nationality Indian

## POSITION

## Internship Project Management Department

## WORK EXPERIENCE

28/04/2014–Present

## Volunteer UNICEF

UNICEF, MADRID (Spain)

- As a volunteer I am helping UNICEF in different stages to collect donations. These donations are given to different non-governmental organizations (NGO) and NGO helps poor children in their life.

30/07/2013–10/09/2013

## Summer Intern (Marketing)

Godfrey Phillips India LTD, New-Delhi (India)

- Worked on project as marketing manager: "Tea Flavors - Rising trends and Consumer insights".
- Market research was done for flavored tea including consumer preferences, key players, SKU's, pricing in Modern trade outlets etc.
- Primary research methodology was used to conduct market research, which helped to formulate brand strategies for Tea business.

06/2010–08/2012

## Business Manager

S&amp;S Agencies (Nestle India Pvt. Ltd.), New Delhi (India)

- Marketing and Sales: Managed and directed business to achieve sales and profit goals within a region.
- Operations Management and MIS (Management Information System): Worked on SAS software for everyday billing and transactions.
- Logistics: Responsible for transport, storage, distribution and warehousing of materials.

07/2010–08/2010

## Summer Intern (Telecommunication)

Etisalat DB telecom, Gurgaon (India)

- **Training Project** on "GSM Architecture and Networking" in Network Operation Function

06/2009–07/2009

## Industrial Summer Training

TICO Embedded Ideas, New-Delhi

## PROJECTS Engineering:

• BEAMER Robot: "Straight line following robot"

• DTMF (Dual tone multiple frequency) Robot: "Cell phone oriented robot"

◦ Got First Prize in Inter-College Cultural festival in 2010

◦ Got third position in TECHNOMANIA-2009

## EDUCATION AND TRAINING

11/05/2014–Present

### PRINCE 2 FOUNDATION AND PRACTITIONER TRAINING

- PRINCE2® (Projects In Controlled Environments) is one of the widely used **PROJECT MANAGEMENT** methods.

01/2014–Present

### MASTER THESIS (Project Risk Management)

Universidad Politecnica De Madrid, Madrid (Spain)

- Master Thesis Topic is on **PROJECT RISK MANAGEMENT**. Thesis will be completed in June 2014.
- The purpose of this research is to understand which tools and methodologies are used in project risk management process by different sectors, identify the importance of different risks and their effect on the project objectives and what are the advantages of using risk management.
- Qualitative and Quantitative both methods are used for research.

09/2013–01/2014

### Master of Science in Industrial Management (International)

Heriot Watt University, Scotland (United Kingdom)

Change Management, Strategic Project Management, Leadership, Business Models

02/2013–07/2013

### Master di I livello (International Master in Industrial Management)

Politecnico di Milano, Como (Italy)

Operations improvements (Lean Manufacturing), Integrated Planning and Control, Sourcing and Purchasing, Quality Management, International economics, Business Processes

09/2012–01/2013

### Master of Science in Industrial Management

Universidad Politécnica de Madrid, Madrid (Spain)

Industrial and International Marketing, Capital Markets &amp; Corporate Finance, Financial and Management accounting, SME Management, Applied Managerial skills, Organization and corporate strategy in global context, ICT Management.

[Related document\(s\):](#)

04/2013–07/2013

### Operations Management

Wharton school of business (University of Pennsylvania)

This coursera course covered the content of a quarter-long MBA core course with a focus on analyzing and improving business processes across a range of manufacturing and services applications. Achieved 93% and statement of accomplishment.

04/2013–06/2013

### Principles of Microeconomics

University of Pennsylvania

This course was a rigorous introduction to the microeconomics theory of markets. Achieved 84% and Statement of Accomplishment

08/2007–07/2011

### B.Tech (Electronics and Communication Engineering) Honours Degree

Lingayas Institute of Management and Technology, (India)

#### Final Project:

RFID (Radio frequency identification system):

This project allowed every student to access digital data (Ex: Time table, Grades etc.) anywhere in campus by using UID (Unique Identification card) provided to them.

## PERSONAL SKILLS

Mother tongue(s) Hindi

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C1	C1	C1
Spanish	B2	B2	B2	B2	B2
Italian	B1	B1	B2	B2	B2
Italian language course lasting 40 hours - BASE module (11/03/2013 to 05/06/2013)					

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2: Proficient user  
[Common European Framework of Reference for Languages](#)

Communication skills

- Leadership skills: I have worked as a Team Leader while working on different projects.
- Intercultural skills: Worked in cross-cultural international groups during presentations and group assignments.
- International skills: Extensive international exposure acquired while studying in three countries and three universities.
- Individual skill: Was house captain in High-school that provided Individual skills to focus on team results
- Organized different technical activities and projects during engineering.

Organisational / managerial skills

- Ability to work independently as well as collaboratively to meet company objectives.

Job-related skills

- Sound understanding of Project Management, Risk Project Management, Change Management, Marketing and sales, Business Development, Quality (Six-Sigma), Lean Manufacturing.

Computer skills

- Excellent Command on Microsoft Office
- Programming in C,C++, Assembly language
- Linux Admin

## ANNEXES