



KISHOR SARAF

Age: 23 Gender: Male

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ACADEMIC QUALIFICATION

Year	Examination	Institute	Board/University	Percentage
2014	PGPBM	Bengal Institute of Business Studies	Autonomous	67.5%
2011	B.Com (Hons Accounts)	City College Of Commerce & Business Administration	C.U.	60%
2008	Higher secondary	Calcutta Public School	I.S.C.	64%
2006	Secondary	Calcutta Public School	I.C.S.E.	66%

SUMMER INTERNSHIP

Timesjobs.com

Duration: April'13 – June'13

Purpose: Generated business leads for the company to increase footprint and prepared a line-up of candidates for prospective clients for several consulting firms across the city

Method:

- Fixed appointments and visited prospective customers of the portal to increase the client base
- Collected data regarding recruitment process with respect to job position and budget

Learning:

- Learnt to pitch about the product of the company
- Ability to construct a professional interactive oral sales presentation
- Ability to collect, process, and analyze consumer data to make informed marketing decisions

KEY PROJECTS

- **Survey on “Atta”:** Did a thorough survey on manufacturing of “Atta” and launched our own brand.
- **Situational Analysis:** Completed a project on situational probability to assess whether, or not to hire an employee from a rival company who has made a scientific breakthrough that can impact the growth of the company
- **Study on “Club Mahindra”:** Studied on the revenue model of “Club Mahindra”

ACHIEVEMENTS

- Received recognition from Help Age India for collecting highest amount of fund for various social activities
- Rewarded as the ‘best dancer’ for stage show at school level
- Rewarded as the ‘Best Cricketer’ of the tournament at school level
- Selected as the coordinator of the ‘Brand Builders’ cell of Applied Knowledge Club in the college level
- Selected as the group leader of the placement committee in college level

EXTRA CURRICULAR ACTIVITIES

- Co-coordinator of Brand Builder under Applied Knowledge Club
- Participated in dancing competition at college level
- Actively participated in the interschool cricket competitions
- Selected as the group leader of a group under the placement committee in the college