



HEMANT KUMAR

Course : **P.G.D.M (6 Trimester)**, Post Graduate Diploma in Management, 2024
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CGPA : 6.2



CAREER OBJECTIVE

Self-Motivated Individual with Good communication skill , Utilizing My Professional Skill to Drive the Company's Goals.

ACADEMIC DETAILS

COURSE	SPECIALIZATION	INSTITUTE/COLLEGE	BOARD/UNIVERSITY	SCORE	YEAR
PG	Commerce	Dr Panjabrao Deshmukh College , Nagpur	Rashtrasant Tukadoji Maharaj Nagpur University	73 %	2022
UG	Commerce	Dhanwate National College , Nagpur	Rashtrasant Tukadoji Maharaj Nagpur University	6.1 CGPA	2020
CLASS XII	Commerce	Kendriya Vidyalaya AFS , Amla	Central Board of Secondary Education	68 %	2017
CLASS X	General Studies	Kendriya Vidyalaya AFS , Amla	Central Board of Secondary Education	6.6 CGPA	2015

SUBJECTS / ELECTIVES	Collaboration and Communication, Leadership, Problem Solving
TECHNICAL PROFICIENCY	Office 365, Advance MS Excel

SUMMER INTERNSHIP / WORK EXPERIENCE

Brand Manager Intern, MyGate(Vivish Technologies Pvt Ltd)	Apr 2023 - Jul 2023
Working as a Brand Manager Intern, My Primary Responsibility is to Generate Leads, Cold Call, Set Meetings, and Connect 130+ Brands with the help of LinkedIn and on-Field Work Within 1.5 Months. The Remainder of the time, I Performed SAAS Sales, Where My Primary Responsibility is to Generate Non MyGate leads of Gated Communities, of Which I Generated 80+ Societies in Hyderabad. The last 10 days, we Conducted D2D sampling of Nivea Products gated communities.	

PROJECTS

Consumer Behavior and Customer Experience Design - Marketing	Aug 2023 - Sep 2023
Explored consumer behavior trends and leveraged insights to optimize customer experience design, enhancing satisfaction and loyalty.	
Levaraging Brand Partnerships for Enhanced Digital Outreach and InventoryActivities in the across Industry. - Summer Internship Program	
	May 2023 - Jul 2023
Led summer internship project focused on maximizing digital reach and optimizing inventory activities across industries through strategic brand partnerships.	
Digital Marketing Campaign - Marketing	Feb 2023 - Mar 2023
Digital Marketing Campaign has been done of "Amdavadi tadka " by using various startegies and through treditional as well as digital marketing . Also explored social media platforms such as Instagram Twitter , LinkedIn , Facebook , Snapchat	
Corporate Sustainability and Social Impact - Capability Building	Feb 2023 - Mar 2023
Conducted Activities in Schools for Career Guidance , Awareness about Menstruation Cycle .	
Data Driven Decision Making - Skill Enhancement	Nov 2022 - Jan 2023
Using statistical tools in Excel to analyse the NSE and market capitalization of the clothing and approval sector in order to calculate business returns on a daily , monthly , Annual Basis	
Economics Analysis Of Mindtree - Managerial Economics	Sep 2022 - Nov 2022
Analyzed of Company and Industry with the help of PESTLE and SWOT Analysis to Identify the Impacts of Individual Company to Industry	

POSITION OF RESPONSIBILITY

House Captain - Kendriya Vidyalaya AFS Amla	May 2015 - Apr 2017
House Caption As I Headed My House for two Years in School	

EXTRA CURRICULAR ACTIVITIES

Volleyball

AWARDS AND RECOGNITIONS		
First Kendriya Vidyalya Sangathan Participated in the Regional Game and Spoot Meet Organised at Kendriya Vidyalaya Indore Volleyball U-19 Team		Jul 2016
CERTIFICATIONS		
CERTIFICATION	CERTIFYING AUTHORITY	DESCRIPTION
Accounting Fundamentals	Corporate Finance Institute	Constructing Financial Statements of Accounting
Financial Analyst	UDEMY	Collecting Data , Analyzing Historical Results, Making Forecasts and Projections , and Generating Excel Models, Presentations, and Reports.
Marketing Foundation	Great Learning	I get knowledge of customer lifelines, customer value analysis, customer happiness and loyalty, and marketing mix and strategy.
Reading Financial Statements	Corporate Finance Institute	Understanding the Balance Sheet, Income Statement and Cash Flow Statement
Market Research	Great Learning	I learn about contact methods, research instruments, sampling plans, customer insights, and marketing information analysis and utilization.
CONFERENCES AND WORKSHOPS		
Financial Education Organized by: National Institute of Securities Markets Date: Feb 2023 Learn the Basic Concept in Finance and Understanting Terms of Security Market , Investment etc. HCL Human Resourse Organized by: Narayana Business School Date: Jan 2023 Understanding Role and Improtanceof HR in Corporate Sector. Stock Market Organized by: Groww Date: Dec 2022 Understanding Basice of Stock Market, Candlestick Pattern , Indicators etc. Advance Excel Organized by: Narayana Business School Date: Feb 2022		
VOLUNTEER EXPERIENCE		
Election commission of india - Role: Help to Disabled Person Cause: Social Services Volunteered for social work is a great way to make a positive impact on your community and help those in need.		Dec 2022 - Dec 2022
LANGUAGES KNOWN		
HINDI, ENGLISH, MARATHI		