

Summer Intern at Tirupati | Ranked 3rd in 1st semester of BBA | Lean Six Sigma Green Belt

EDUCATION				
Year	Degree	Institute/ School		Percentage
2025	MBA	Indian Institute of Management Sirmaur		60.20
2022	BBA	Asansol Engineering College, Asansol		81.25
2019	XII ISC	S.V.T.S, Asansol		73.33
2017	X ICSE	S.V.T.S, Asansol		69.33
ACADEMIC ACHIEVEMENTS				
▪ Ranked 3 rd in first semester of the Bachelors of Business Administration program in a batch size of 120+ students				2020
SUMMER INTERNSHIP				
Tirupati Group		Management Trainee		Apr '24 - May '24
Optimizing Product Delivery	<ul style="list-style-type: none">Proposed agile methodology, divided project into distinct phases, emphasized continuous collaborationBrainstormed with the VP for enhanced productivity, employee contribution and reduced manual errorsSupported Project Manager in planning and monitoring projects cost; designed comprehensive planning sheet, recommended a tracking system via MS Teams, reduced delays, and escalations, and JIT delivery			
Achievements	<ul style="list-style-type: none">Increased efficiency for over 120 employees through implementation and execution of a planning sheet			
INTERNSHIPS				
Duolop Technologies Pvt. Ltd.		Marketing and Growth		Mar '23 - Jul '23
Marketing Strategist	<ul style="list-style-type: none">Revitalized company brand equity, developed and executed strategic initiatives, recruited and mentored interns, fostered team collaboration, and bridged a direct communication with the company's founderConducted weekly workshops for over 100 individuals, identified growth opportunities, competitors and trends, employed various user engagement strategies including loyalty programs, surveys, and feedbacks			
Achievements	<ul style="list-style-type: none">Facilitated the acquisition of over 500 couples as active app users within a 90-day timeframe resulted in contributing towards achieving company's target of acquiring 5000 couples to secure stage one funding			
Baba Foods		Sales and Distribution		Jul '22 - Feb '23
FMCG Trade Management	<ul style="list-style-type: none">Managed retailers, wholesalers, and general trade operations, ordered stocks from CFA, and collaborated with ASM and SO to implement incentive schemes, driving growth in PepsiCo India's Frito-Lay divisionContributed to the monthly sales target of Rs. 34 lakhs by executing trade marketing strategies, building strong retailer relationships, enhancing customer engagement to drive sales growth in the FMCG sector			
Achievements	<ul style="list-style-type: none">Implemented cost-cutting measures which resulted in a 3.5% increased revenue and Firms productivity			
ACADEMIC PROJECTS				
Asansol Engineering College				May '22 - Jun '22
Digital Marketing	<ul style="list-style-type: none">Conducted a Primary Research on the topic Impact of Digital Marketing on Variety of Restaurants in and around the region of Asansol city, surveyed 45+ restaurants and food-chains to gather insightsDesigned 20+ questionnaires, used stratified sampling technique, analysed data and made concise report			
PROFESSIONAL SKILLS				
MS Office	Social Media Marketing	Business development	Market Research	Power BI
PROFESSIONAL CERTIFICATIONS				
Lean Six Sigma	<ul style="list-style-type: none">Completed KPMG's intensive 32+ hour Lean Six Sigma Green Belt Certification, demonstrated expertise in DMAIC methodology, lean principles for process optimization, through the Minitab ToolDeveloped Stakeholder Maps and Communication Plans, captured insight through VOC/VOB analysisEmployed advance statistical tools to assess process capability and perform DPMO/ Cp-Cpk calculations			
Data Analysis	<ul style="list-style-type: none">Acquired proficient analysis of Sales Report Data of 500+ datapoints, utilized advanced sorting and filtering tools, created data relationships and utilized HLOOKUP and VLOOKUP for efficient searches			
Product Management	<ul style="list-style-type: none">Earned a 35.5-hour course on product marketing, B2B, analytics, lead generation, customer acquisitionDeveloped skills in, team management, strategic growth, demand forecasting, and people management			
POSITIONS OF RESPONSIBILITIES				
Placement Committee IIM Sirmaur (2024-25)	<ul style="list-style-type: none">Managed corporate relations, campus recruitment, onboarded new recruiters, built strong industry tiesOversaw end-to-end placement processes for 600 students, managed final placements and summers			
Cultural Committee IIM Sirmaur (2023-24)	<ul style="list-style-type: none">Junior Coordinator: Supported a 25-member team, organized 10+ cultural events, secured sponsorshipCollaborated with administration, clubs, student body to enhance the event performance and execution			
EXTRACURRICULAR ACTIVITIES				YEAR
Community Service	<ul style="list-style-type: none">Volunteered and donated blood at an event organized by First Care Charitable Foundation			2022
Sports	<ul style="list-style-type: none">Achieved top rank in 4 athletics events: swimming, basketball, shot put, and rock climbing			2009-20
Performing Arts	<ul style="list-style-type: none">Secured positions in 3 events: drama, singing, and street play at school and inter-school levels			2010-18
March-Past	<ul style="list-style-type: none">Participated in 67th Republic Day Celebration organized by Govt of WB at the District Level			2016
OTHER INTERESTS				
Fitness Enthusiast	Travelling	Meditation	Cricket	Basketball