

Swapnil Thakurn

Gender - Male | Age - 24

fpb2325.017.swapnil@iba.ac.in | 7000549547



Academic Achievements

Degree	Year	Institute	%/ CGPA
PGDM	2023-2025	Indus Business Academy	6.9
B. Com.	2017-2020	LCIT Institute of Commerce and Science	56.05%
Class XII	2017	DAV Public School, Bilaspur CBSE)	56.6%
Class X	2015	DAV Public School, Bilaspur (CBSE)	66.5%

- **Specialization:** Marketing & Finance

Internships

Central Mine Planning & Design Institute Ltd.	Finance Intern	April 2024 – July 2024
<ul style="list-style-type: none">• Managed and verified CMPF accounts for 350+ members, maintaining precise payroll accuracy, reducing data duplication risks by 20%, and improving operational efficiency by 40%.• Reconciled and recorded cash transactions, calculated machinery maintenance costs, and processed 250+ SAP MIRO entries, boosting operational and financial accuracy.		
ASK Architectural & Real Estate	Sales Associate	March 2022 – August 2022
<ul style="list-style-type: none">• Engaged with 500+ potential clients through cold calling and direct interaction, understood their needs, and provided tailored solutions based on their needs and goals.• Generated and nurtured leads, maintained sales records, and client follow-ups, and strengthened skills in client relationship management, negotiation, and consultative selling.		

Academic Projects

- Theme paper on "The Rise of AI in Accounting and Auditing," focusing on automation, data analysis, survey insights, and recommendations for skill development and ethical integration.
- CIP report on "Leveraging SAP for Comprehensive Proposal Management," focusing on SAP's role in optimizing proposal management, procurement workflows, and financial operations at CMPDI.
- Analyzed customer flow and retail concepts across 10+ stores at Nexus Koramangala, identifying actionable methods to boost shopper engagement and conducted comprehensive market research at different retail outlets.
- **Digital Marketing** Project on Sustainable Furniture, optimizing on-page/off-page SEO, creating content, and conducting sentiment analysis.

Leadership Positions

- Secured 1st price at NCC as commander, leading my platoon to the victory in numerous parades.
- Coordinated and managed event logistics in the International Marketing Conference (MarkCon).

Certifications

- Digital Marketing Foundation by LinkedIn.
- TCS iON Career Edge - Young Professional by TCS.
- Prompt Engineering with ChatGPT 4 & Midjourney 2000+ prompts by Udemy.

Extra-Curricular Activities

- Secured 1ST Position in Badminton Doubles, Annual Sports, IBA, 2024.
- Participated in Corporate Roadies at XIME, Bangalore, 2024.
- Participated in Best Manager competition at Christ University, Bangalore, 2023.
- Volunteered in 13th World Education Summit at IBA, Bangalore – 2023.
- Won Silver Medal in Chess at Intra-College Annual Sports competition, LCIT, 2019.
- Earned NCC A Certificate, 2014.

KEY SKILLS

- Microsoft Office
- Prompt Engineering
- Constructive Selling
- Synergy
- Client Relationship