

EDUCATION			
Master in Business Administration	BITS School of Management (BITSoM), Mumbai	2026	-
Bachelor in Business Administration	Center for Management Studies, Jain Deemed-to-be-University	2019	8.3/10
Higher Secondary Examination	Kokilaben Dhirubhai Ambani Vidyamandir, Jamnagar	2016	91.2%
Senior Secondary Examination	Kokilaben Dhirubhai Ambani Vidyamandir, Jamnagar	2014	10/10

ACADEMIC ACHIEVEMENTS	
<ul style="list-style-type: none"> Earned Dhirubhai Ambani Scholarship and a silver memento for securing 1st Rank in Grade 12, CBSE on merit. Received a fully sponsored educational trip to Dubai for achieving All-Rounder 7th position out of 700 students. 	

WORK EXPERIENCE		(55 Months)
YourDOST - Entrepreneur-in-Residence		(Sep'22 - Nov'23)
Founder's Office - Mental Health - New Initiatives	<ul style="list-style-type: none"> Designed & launched School Mental Health vertical (EdTech, GTM, SaaS like model); won Spotlight Award. Cut TAT from 1.5 months → 10 days via workflow design for special-needs students, expanding reach 7 → 30+. Onboarded 20+ schools, exceeding sales target of the Q2, 2023 & launched 6 new services to breakeven. Led 15+ member cross functional team ranging across age, expertise & diverse professional backgrounds. 	
Urban Company - Category Manager		(Mar'21-Aug'22)
E-Commerce - Beauty & Wellness - New City & Category Launch	<ul style="list-style-type: none"> Launched Hair Botox, scaled to 20+ monthly orders, 4.89/5 rating, with first mover advantage in beauty category. Maintained highest & stable NPS 75+ for 8 consecutive months by fostering psychological safety, & frontline training (75% male). Oversaw daily operations with 6+ member team, ensuring performance consistency. Spearheaded 50% growth (30 → 60) in pan India NPS central tracker (Customer Success KPI) within 2 months. Onboarded 250+ partners using data-driven acquisition strategy to meet area-specific demand forecasts & growth targets (Bangalore & Chennai); achieved 100% coverage in 2 months, 10K+ deliveries/month at 4.98 rating. Built a scalable, replicable model for the beauty sector, enabling seamless daily training with zero disruption. 	
Hyperpure By Zomato - Key Account Manager		(May'19-Feb'21)
HoReCa Supply Chain - B2B Sales & Market Expansion	<ul style="list-style-type: none"> Launched Hyperpure - Mumbai; acquired 20+ key enterprise accounts in <2 months. Drove client acquisition & account-based marketing (ABM) by collaborating with 40+ O2 Zomato KAMs, during covid-19 first wave. Conceptualized & executed intake of caterers as clients to clear warehouse inventory, reducing wastage. Acquired 20+ key account, delivering P&L impact; SKU penetration, customer retention & loyalty schemes. Built dashboard for enterprise accounts, enabling proactive closure of key revenue contracts & renewals. 	

SUMMER INTERNSHIPS		
HR Internship – Hindustan Times (HT Media)		(Apr'25-Jun'25)
Induction Playbook	• Designed a standardized sales induction playbook , reducing ramp-up time to 1 month , with knowledge repository.	
Competency Map	• Initiated a competency framework to define role-specific skills for capability building & talent decisions .	
Vocational Trainee – Reliance Industries		(May'18-Jun'18) & (Apr'17-May'17)
Mass Hiring	• Assisted in mass hiring of 400+ candidates , from cold calling to interview coordination.	
Benchmarking	• Conducted benchmark study on leadership development, women-centric mentoring & coaching programs.	
Internship – Hiring Studios		(Nov'18-Jan'19)
Lead Hiring	• Achieved 20+ job placements via lead hiring; emceed HR conference with 30+ startup founders.	

POSITIONS OF RESPONSIBILITY		
SSIC President	<ul style="list-style-type: none"> Elected as President for sustainability & social impact club, with a 16 member team. Organized a campus-wide blood donation drive with 101+ attendees & spearheaded an educational mentorship program for support staff's children at BITSoM reaching 70+ participants. Sourced a Deloitte manager to help club members understand sustainability initiatives from annual reports. 	2024 & 2025
Shelf Indulgence	Member of book club engaging in literary discussion and raising awareness on reading	2026
Management Fest Team Head	<ul style="list-style-type: none"> Organized 1 cultural, 2 national & 1 international management fests, led 25+ member team in 15+fests. Managed sponsorships, logistics & cross-functional coordination, ensuring 100% execution success. 	2019
Toastmaster Mentor	<ul style="list-style-type: none"> Mentored 35+ members in public speaking, from drafting to delivery, enabling first stage presence. Trained & guided 4 mentors on effective coaching methods, communication & presentation skills. 	2019
Registration Head	Led registrations - 15+ colleges (out of 1.5K PAN India) , streamlining databases & reporting for event tracking	2018
TedX Organizer	Organizing committee member, TEDx Jain (University Edition), overseeing operations, & speaker engagement.	2018
Head Girl in School	Elected head girl , led 25+ students committee & liaised between students & faculty for all initiatives.	2015

CERTIFICATIONS		
Lean Six Sigma	Greenbelt certification , experienced in driving data-backed solutions for continuous process improvements.	2026

EXTRACURRICULAR ACTIVITIES		
Podcast	Host of Inner Leadership by Akhila Shastry ; interviewing CXOs & creative professionals; 200+ subscribers .	2024-25
Swimming	Participated in CBSE National Level Swimming Championship ; earned Best Swimmer Title (CBSE Saurashtra Zone) & ₹15,000 cash award at Khel Maha Kumbh competition (main style – backstroke).	2012-16
Public Speaking	<ul style="list-style-type: none"> Completed 2 Toastmasters Certifications – Competent Communicator & Competent Leader. Represented at state-level debate competitions in NGO & professional forums. 	2016-19
Meditation	Completed 10-day Vipassana course ; currently practice daily meditation for self-discipline & focus.	2024