

ANAMIKA SHARMA

+91 8120449462 | shanamika232004@gmail.com | Bhopal, MP

[LinkedIn](#) | [Github](#)

CAREER OBJECTIVE

Final-year undergraduate (CGPA 8.70) seeking to join the Graduate Trainee Program to gain business immersion across student acquisition, program operations, and performance management. Interested in understanding the end-to-end student funnel, improving engagement and conversion, and contributing to revenue growth through KPI-focused execution and structured problem-solving. Open to mobility across India.

EDUCATION

VIT Bhopal University, Bhopal, Madhya Pradesh

B.Tech – Electronics and Communication Engineering (2022–2026)

CGPA: 8.70

INTERNSHIP & EXPERIENCE

Intern (Selected) – Tata Consultancy Services (TCS)

- Selected for a structured internship program, gaining exposure to **professional work culture, collaboration, and organizational processes**.
- Developed an understanding of **how teams coordinate and deliver solutions in a corporate environment**.

Founder – Small Crochet Business

- Run a small handmade crochet business, managing **customer inquiries, order discussions, pricing, and delivery coordination**.
- Regularly interact with customers to **understand needs and recommend suitable product options**.
- Built strong experience in **customer relationship management, follow-ups, handling feedback, and maintaining customer satisfaction**.

PROJECT EXPERIENCE

Academic Project (Customer-Facing Demonstration Experience)

- Worked on an academic project involving **planning, execution, and presentation of outcomes**.
- Took ownership of **project demonstrations and walkthroughs**, explaining ideas clearly to different audiences.
- Prepared **presentations and written documentation** to support understanding and evaluation.
- Handled questions, incorporated feedback, and refined explanations based on audience needs.

RELEVANT SKILLS

Business & Operations Skills: Student acquisition awareness, funnel understanding, customer lifecycle management, process coordination, operational exposure, performance monitoring, conversion thinking, and basic revenue tracking.

Strategic & Analytical Skills: Basic KPI tracking, structured problem-solving, performance review mindset, identifying process gaps, improvement planning, and data-informed decision-making.

Tools: MS Excel (basic reporting & tracking), MS PowerPoint, Google Docs, and collaboration tools.

Core Strengths: Clear verbal and written communication, ownership mindset, stakeholder coordination, presentation abilities, adaptability, accountability, and willingness to take responsibility.

ACHIEVEMENTS & RESPONSIBILITIES

- Demonstrated strong ability to **explain ideas clearly to diverse audiences** during demos and presentations.
- Showed **leadership during presentations** by addressing questions, incorporating feedback, and refining explanations.
- Recognized for **quick learning, adaptability, and a proactive approach** in new environments.

INTERESTS

Education business models, student experience enhancement, business operations, leadership development.