



Zonal Manager		IIT ISM Dhanbad	Co-Founder NGO	Six Sigma Green Belt
SUMMER INTERNSHIP				
OfBusiness		Intern Sales		Apr'19 - May'19
Roles & Responsibilities	<ul style="list-style-type: none"><li>Performed Market segmentation and Sizing for <b>White Goods and Electrical Segment</b> for Bangalore</li><li>Analyzed the functioning of the market with a revenue of more than <b>INR 30 bn</b> in Bangalore</li><li>Focused on developing <b>Retail Lending</b> and <b>Channel Partnerships</b> in Northern Karnataka Region</li></ul>			
Initiatives	<ul style="list-style-type: none"><li>Worked on <b>2 additional departments</b>, Automobile parts Manufacturers and FMCG Distributors</li></ul>			
Achievments	<ul style="list-style-type: none"><li>Created a data base of <b>390</b> distributors in and around Bangalore in addition to <b>33</b> customer meetings</li></ul>			
WORK EXPERIENCE				11 Months
BOX8		Zonal Manager		May'16 - Apr'17
Roles & Responsibilities	<ul style="list-style-type: none"><li><b>Operations Manager, West Zone Mumbai</b><ul style="list-style-type: none"><li>Handled operations for <b>5 outlets</b> in West Zone of Mumbai having a revenue of <b>INR 5 mn.</b></li><li>Carried out <b>3 pilot marketing researches</b> in focused localities and identified major <b>demand clusters</b></li><li>Planned and supervised brand activations &amp; <b>Corporate ODCs</b> at IIT Bombay and corporate complexes</li><li>Reduced <b>late order percentage by 140%</b>, resulting in improved customer service and satisfaction</li><li>Key member of the <b>hiring team</b> for Delivery Masters and Product Associates at the zonal &amp; city level</li><li>Achieved the sales target for <b>3</b> consecutive months and <b>5 months</b> in total at both outlet &amp; zonal level</li></ul></li></ul>			
Initiatives	<ul style="list-style-type: none"><li>Initiated a project at improving <b>NPS</b> at city level by planning duty cards and training product managers</li><li>Improved reporting from outlet by designing spreadsheets resulting in improved efficiency of outlets</li></ul>			
Achievements	<ul style="list-style-type: none"><li>Improved NPS by <b>1.8 times in 2 months</b>, followed by mentoring other city's PMs for NPS improvement</li><li>Appreciated for <b>0 iteration</b> for <b>2 consecutive months</b> and maximum retention for a total of <b>4 months</b></li><li>Supervised ODCs at <b>NH7 Weekender, Pune</b> which had an estimated footfall of over 45,000 individuals</li></ul>			
MBA COURSEWORK				
Key Courses	<ul style="list-style-type: none"><li>Economics of Strategy</li><li>Strategic Management</li><li>Project Management</li><li>Supply Chain Management</li><li>Analysis of JVs &amp; Alliances</li><li>International Business</li></ul>			
ACADEMIC PROFILE				
B.Tech.(EE)		IIT ISM Dhanbad		7.66/10
Class XII		Lawrence and Mayo Public School, Kota (CBSE)		80.60 %
Class X		St. Paul's School, Kota (CBSE)		90.80 %
AWARDS & ACHIEVEMENTS				
Academics	<ul style="list-style-type: none"><li>Secured an AIR of <b>4,542 in IIT JEE</b> and was among the <b>Top 1% of 0.5 mn</b> students</li><li>Achieved an AIR of <b>11,050 in AIEEE</b> and was among the <b>Top 1% of 0.115 mn</b> students</li><li>Attained A+ &amp; A grades in around <b>25% (19 out of 78)</b> academic subjects during graduation</li><li>Achieved <b>90% and above in 4 subjects of 5</b> in Class X conducted by CBSE, Ajmer Rajasthan</li></ul>			
CERTIFICATIONS, INTERNSHIPS & PROJECTS				
KPMG	<ul style="list-style-type: none"><li><b>Certification – Lean Six Sigma Green Belt, Eliminating Waste and Reducing Process Variations</b></li></ul>			
SaddaCampus	<ul style="list-style-type: none"><li><b>Intern, Marketing</b><ul style="list-style-type: none"><li>Analyzed and handled the operational activities and tie-ups with <b>9</b> local restaurants in Dhanbad</li><li>Executed marketing activities on social media platforms increasing sales by <b>50% in 1 month</b></li><li>Designed various offers and schemes, resulting in an increase in the <b>customer base by 80%</b></li></ul></li></ul>			
POSITIONS OF RESPONSIBILITY				
IIT ISM Dhanbad	<ul style="list-style-type: none"><li><b>Co-founder, Samitra, NGO</b><ul style="list-style-type: none"><li>Organized Arise Lantern festival to celebrate Diwali with Divyang Children of 'Jeevan' NGO</li><li>Executed <b>4 cleanliness drives</b> in Dhanbad witnessing participation of around <b>1000</b> individuals</li><li>Attracted people towards the campaign and collected clothes to be distributed to the underprivileged</li><li>Donated <b>1500+</b> clothes by volunteering in 10 cloth donation drives in and around Dhanbad</li></ul></li><li><b>Organizer, Basketball Event, Parakram, Annual Sports Festival</b></li><li><b>Volunteer, Kartavya</b></li></ul>			
EXTRA-CURRICULAR ACTIVITIES				
Social Service	<ul style="list-style-type: none"><li>Appreciated for my efforts as volunteer of Fast forward India as a part of Dhanbad Chapter</li></ul>			
Cultural	<ul style="list-style-type: none"><li>Awarded <b>2<sup>nd</sup> prize</b> in the event <b>Sur-Sangram</b>, Singing competition, Srijan, Cultural festival</li><li>Won <b>3<sup>rd</sup> prize</b> in the event <b>Paridhan</b>, Fashion show competition, Srijan, Cultural festival</li></ul>			
Quizzing	<ul style="list-style-type: none"><li>Won <b>2<sup>nd</sup> Prize</b> in Paper Presentation Competition conducted at Concetto, <b>IIT ISM Dhanbad</b></li><li>Achieved an aggregate of <b>89%</b> in the <b>National Junior GK Test</b> conducted by the USO of India</li></ul>			
Management	<ul style="list-style-type: none"><li>Awarded appreciation certificate for being member of hospitality team managing footfall of <b>1500</b></li></ul>			
Others	<ul style="list-style-type: none"><li><b>Hobbies</b> : Singing, playing Snooker and online game Counter Strike</li></ul>			