**Madhavi Bhoyar**

+91-9833725794 | [pm14bhoyarm@iimidr.ac.in](mailto:pm14bhoyarm@iimidr.ac.in)

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| **EDUCATIONAL QUALIFICATIONS** | | | | |
| PGDM | | IIM Indore | 2.70 | 2016 |
| B.E (IT) | | Fr. Conceicao Rodrigues College of Engineering | 70.33% | 2012 |
| Class XII,HSC | | D. G. Ruparel College of Arts, Commerce and Science | 79.17% | 2008 |
| Class X,SSC | | St. Teresa's Convent High School, Mumbai | 86.40% | 2006 |
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| **ACADEMIC & CO-CURRICULAR ACHIEVEMENTS** | | | | |
| * **Lean six sigma greenbelt** by Exemplar Global and Benchmark Six Sigma | | |  | 2015 |
| * Selected in **Top 13 out of 300+** teams across IITs/IIMs for developing marketing strategy for Dineout (Times Internet Company) | | | | 2015 |
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| **PROFESSIONAL EXPERIENCE** | |  | **24 months** | |
| **Tata Consultancy Services , Mumbai** | | System Engineer | *Sept ’12 – Sept ’14* | |
| **Roles and Responsibilities** | * **Developed** automated data-warehousing procedures for SEBI in SAS DI, PL & SQL to record and execute the stock exchange trade transactions; reduced the run-time by 26% over the 2 months * Troubleshot a major bug & implemented **intermittent solution** with to help client execute **daily trades uninterrupted** | | | |
| * **Only person** to have rights to access(read/write) & deploy codes in production environment in the entire team | | | |
| **Achievements** | * Received the “**Best Team**" award across TCS for outstanding contribution and being a role model to colleagues | | | |
| * Received **Letters of Appreciation from client** for effective contribution for development and support activities | | | |
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| **INTERNSHIPS** | | | | |
| **Paytm, Mumbai** |  | Business Development | *Apr ’15 – May ’15* | |
| **Roles &**  **Responsibilities** | * Responsible for fostering **Alliances** between Paytm and trade organizations to onboard individual entrepreneurs | | | |
| * Responsible for the entire process of generating lead to signing Memorandum of Understanding with the organization | | | |
| **Achievements** | * **Closed alliance with 6** in 2 months including Social enterprises, NGOs and other trade bodies against the **target of 2** | | | |
| * Onboarded **120+ individual entrepreneurs** through a trade body in villages; **news covered** by multiple **national dailies** * Received **Letter of Appreciation** from **Vice President,** Business and Operations, Paytm | | | |
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| **PROJECTS** | | | | |
| Academic Project | **Asian Paints – Sales and Distribution Management** | | | |
| * Studied sales and distribution channel for Asian Paints and identified improvement areas to increase efficiency | | | |
| Live Projects | **Acacia Pharmaceuticals – Marketing Research** | | *Oct ’14* | |
| * Carried out primary market research on use of Whey Protein among active gymmers and trainers | | | |
| **AfterTaste – Social Enterprise** | | *Dec ’14* | |
| * Analysed demand pattern and point of sales activities of the products like lamps, pen holder, etc to identify   business development opportunities; Collaborated with retail stores like Bombay Stores to increase sales | | | |
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| **POSITIONS OF RESPONSIBILITY** | | | | |
| IIM Indore, Mumbai Campus | **Secretary, Vaakchaturya – The Communication Club** | | *Mar ’15 – Feb ’16* | |
| * One of the 3 founding members of the newly established Club chartered to focus on in-campus literary activities | | | |
| * Organized competitions like Mind Games, The Lone Survivor and activities to aid GD/Interview preparation | | | |
| Fr. Conceicao Rodrigues College of Engineering | **Administrator, Entrepreneur Cell** | | *Jun ’11 – May ’12* | |
| * Influential in forming well-structured teams with focus on specific tasks * Responsible for mentoring juniors (team of 7) in organising events at inter and intra collegiate level | | | |
| **Jt Secretary, Rotaract Club** | | *Jun ’10 – May ’11* | |
| * Co-led a team of 20 members to conceptualise, organise and execute the events during my tenure * Organised a "**Goodwill Run**" – a mini marathon which was awarded “**Crown of the month**” by Rotaract District | | | |
| **Member, Core Committee of Entrepreneurship cell** | | *Jun ’10 – May ’11* | |
| * Instrumental in organising an idea generation workshop by Prof. Joshi (Principal of Agnel Technical College) & seminar on Entrepreneurship Development by Dr. T. Prasad (faculty in NITIE, Mumbai) * Organised a workshop on Johari Window for 100 participants with the help of management game | | | |
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| **EXTRA-CURRICULAR ACTIVITIES** | | | | |
| B-School Events | * **Finalist** in Schneider Smart City Competition of IIM Bangalore’s business fest amongst 45 teams across b-schools | | | |
| Sports | * **Winner** in VJTI (2012) and **Runner up** in VJTI and UICT inter collegiate football tournaments held in Mumbai * **Runner up** in 400 metres race, 3rd place in 800 metres, 400 metres and 200 metres race(Intra-College Sports) * **Winner** in long-jump**, Runner up** in badminton, **second runner up** in carom tournament (Intra- College Sports) * Participated in National Level Football, Badminton Tournament in MIT, Pune | | | |

Address: 301, Pradnyagiri Plaza, Plot No. 1, Janaki Nagar, Uday Nagar Chowk, Manewada Ring Road, Nagpur (Maharashtra) 440034