

**Summer Internship Program****Duration: 02 months****Saint-Gobain, Human Resource Intern****April 2024 – May 2024****Work Insights Analysis of Abrasives Marketing Group**

- Conducted thorough **stakeholder needs assessment** engaging with **Regional Managers & All India Sales Heads** at Grindwell Norton
- Identified key responsibilities for **5 core job roles** in Abrasives Marketing Group by extensive **job analysis** & scanning job descriptions
- Suggested **optimisation in time spent** by employees on **non-value-added** activities **by 20-40%**, aiming to boost the overall **efficiency**
- Implemented on-field **job shadowing** for **7 employees** from varied job roles across Bangalore, Tamil Nadu, Andhra Pradesh markets understanding pain-points & suggested necessary **improvements in product trainings & reduction in long chains of communication**
- Executed **interviews and online surveys** with **126 employees** nationwide, assessed the data citing **inefficiencies** in existing **HR and marketing techniques** to comprehend **refined practices** in respective domains while **developing** enhanced **onboarding processes**

**Professional Experience****Total Experience: 1 year 5 months****Qubiseed Technologies LLP, Assistant Product Manager****June 2022 – May 2023**

- Managed the Thyroid Diagnosis Application development team, handling **process improvement, recruitment & engagement** activities
- Executed **end-to-end recruitment** process for **5 job roles** from **sourcing till onboarding** from **100+ candidates** in IT and Non-IT teams
- Conducted **job analysis**, constructing **job descriptions** for **4 key mid-level roles** analysing the **core duties** & major organisational goals
- Improved employee **efficiency by 10%** facilitating team surveys, implementing **innovative L&D practices** for employee **satisfaction**
- Transformed acquisition & on-boarding process** for the **doctors**, accounting for **10% increase** in doctor **memberships** within 1 month
- Optimized data accuracy** identifying optimal customer base, **reducing** monthly market **spend by 50 thousand** in 2 months of joining
- Coordinated **3 cross-functional (5 member) teams** within app building and algorithm generation **reducing project timelines by 20%**
- Designed 3** product development **processes** for a niche thyroid diagnosis application **reducing** overall app **development time by 30%**

**Xenerx Healthcare Pvt. Ltd., Business Consultant****December 2021 – May 2022**

- Engaged** with **leadership teams** of **top 300 pharma** companies nationwide **enhancing** generic medicine platform **membership by 20%**
- Organized **Campus Recruitment drives** in **7 colleges** across Goa **hosting 1200 applicants** for **junior management & data analysis** roles
- Guided **Senior Management** of **top 15% hospitals** in Hyderabad & Bangalore with annual procurement of **5 Cr, over operations cycles**
- Collaborated** with **2 mega city sales teams** strengthening **relationships** with **key stakeholders** expanding the **customer base by 15%**
- Received accolades** from **20+ corporate customers** for providing **exceptional support** and **resolving 50+ complex issues** in 3 months of joining, resulting in **20% improvement in customer satisfaction** ratings across **15 hospitals** from **2 major states** of India
- All India **business development** targeting future **business growth** prospects in 4 mega cities, **streamlining operations** across **3 states**
- Boosting **repeat customer** rate by **25%** through **strategic pricing & discounting strategies**, while maintaining **stable profitability level**
- Launched** new **revenue channel** focusing completely on **pharma companies**, resulting in **30% increase in revenue** within 1 months

**Academic Achievements**

Year	Degree	Board / University	% / CGPA
2023-2025	PGDM	Goa Institute of Management	71.25
2017-2021	B.E.(E&E)	Goa College of Engineering, Goa University	85.86
2016-2017	HSC	Goa Board of Secondary and Higher Secondary Education	86.16
2014-2015	SSC	Goa Board of Secondary and Higher Secondary Education	90.16

- Secured certificate of completion in **Power Bi for beginners** from Simplilearn enhancing **data visualisation** & presentation skills, 2024
- Attained Goa Institute of Management's **ACCESS scholarship** among **top 15%** students out of 300 for academic achievements, 2023
- Google academy certified Basic & Advance **google analytics** helping in identifying **current & upcoming trends** by data analysis, 2022

**Select Academic Work**

<b>Campus Connect: Faculty Recruitment Project</b>	<ul style="list-style-type: none"><li>Conducted <b>Faculty recruitment process</b> for GIM under dean-academics, identifying appropriate <b>talent acquisition channels</b> for approaching potential faculties from <b>3 different domains</b> across India, executed entire process from <b>sourcing to shortlisting</b> till credentials verification and preliminary communication, 2024</li></ul>
<b>Healthcare risk mitigation</b>	<ul style="list-style-type: none"><li>Developed a Bluetooth remote control vacuum cleaner and sanitization machine helping hospital cleaning workers to work remotely in infectious prone areas which attracted a grant from GSInC -State body, 2021</li></ul>

**Positions of Responsibility**

- Aarambh, Senior committee member of Theatre Group of GIM responsible for **team management & external communications**, 2024
- OxyGIM, Senior committee member of The Official Band of GIM responsible for **event organisation** and **asset management**, 2024
- Drama Club, General Secretary of Drama Club of GEC with **100 members**, **leading 5 teams to 50+ state & 5 national** level competitions winning 40 of them among 50 participating teams, showcasing **organizational & leadership skills**, 2019
- Fire & Security Association India, **organized 10 state and 3 national level events** for national FSAI teams as **Secretary** of student's chapter with a footfall of 500 to 700 and even **represented Goa** at 2 national conferences among other 20 state members, 2020

**Extra-curricular Activities**

- Represented Goa twice at national level in street play on world biodiversity day celebration alongside 10 other states, 2018-2019