



Saikat Das

MBA (Expected April 2026)

Indian Institute of Technology, Kanpur

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EDUCATION

Degree/Certificate	Institution	CGPA/Percentage	Year
MBA (Expected April 2026)	Indian Institute of Technology, Kanpur	8.26 (running)	2024-Present
B.Ed (Education)	WBUTTEPA, Kolkata, West Bengal	9.40	2021-2023
M.Sc. (Zoology)	Visva Bharati University	7.99	2019-2021
B.Sc. (Zoology)	Visva Bharati University	6.87	2017-2019
HSC (12th)	Patha Bhavana, Visva Bharati	83.33%	2016
SSC (10th)	Patha Bhavana, Visva Bharati	80.44%	2014

EXPERIENCE

- Securefire Safety Industries Pvt. Ltd. in collaboration with SIIC IIT Kanpur** Aug 2025 - Present
Sales and Marketing Intern: - Internship Remote
 - Conducted comprehensive market research and developed STP (Segmentation, Targeting, Positioning) strategies to identify and evaluate business opportunities for Securefire Safety Industries Pvt. Ltd. in collaboration with SIIC IIT Kanpur.
 - Generated and qualified potential sales leads through targeted outreach, market analysis, and industry mapping to support business growth initiatives.
- Tripple One Solutions Pvt. Ltd.** June 2025 - July 2025
Management Trainee - Intern Noida, India
 - Conducted market research to explore engagement trends and identify satisfaction drivers, including regression analysis that showed a positive correlation between customer spending and satisfaction.
 - Designed and analyzed surveys via Google Forms, applying descriptive and inferential statistics to generate actionable insights into user behavior.
 - Generated over Rs. 1.8 lakh in revenue through direct lead conversion(Sales) and personalized counselling within an 8-week period.
 - Hired and managed 400+ marketing interns who collectively generated 800+ qualified sales leads through campus outreach and digital campaigns

PROJECTS

- Practice Teaching Program**
Trainee teaching at Ganga Rampur High School, West Bengal.
 - Successfully completed the Practice Teaching Program as a trainee teacher; gained hands-on experience in classroom management, lesson planning, and student assessment.
- Sustainable Agricultural Development and Organic Farming in India**
Visva Bharati University, Shantiniketan, West Bengal.
 - Analyzed the socio-economic and environmental impacts of organic farming and sustainable agricultural policies in the post-Green Revolution era.

CERTIFICATIONS

- TATA - Data Visualization:** Empowering Business with Effective Insights (Forage)
- Certificate in Information Technology Application:** Microsoft Excel, PowerPoint, Word-Government of West Bengal
- Career Essentials in Project Management:** Microsoft and LinkedIn

ACHIEVEMENTS

- SJMSOM-IIT Bombay: Secured First position in Inquisitive – The Gen Quiz challenge during Avenues 2024

POSITIONS OF RESPONSIBILITY

- Mess Secretary (Hall EC Member), Hall-14, IIT Kanpur
- Organizer, Show Management – Udghosh 2024, IIT Kanpur
- Media and Cultural Committee Coordinator-Reunion of Dept. of Zoology, Visva Bharati University

INTEREST AND HOBBIES

Travelling Singing Photojournalism