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| **ACADEMIC PROFILE** | | | |
| **MBA(PGDM)** | 2013-2015 | IIM Udaipur | *3.07/4* |
| **B.E. (Power)** | 2007-2011 | Jadavpur University | *8.36 CGPA* |
| **Class XII** | 2007 | Julien Day School (ICSE Board) | *90.50%* |
| **Class X** | 2005 | Julien Day School (ICSE Board) | *86.20%* |
| **PROJECTS** | | | |
| **Operations** | * Identified gaps in the present infrastructure at Vedanta Resources Group * Provided **three levels of solution** depending upon the investment required – Layout simplification, Process simplification & Process automation | | |
| **Corporate Strategy** | * Prepared & Analyzed go to market strategy of MTR Foods suggested increase of shelf space to **improve sales** | | |
| **Finance** | * Prepared investment performance reports and **monitored investment performance** of MTR foods | | |

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| **SUMMER INTERNSHIP – GENPACT Jaipur, India** | |
| **TOPIC** | Delivering Operational & Business Insights from the MIS tools deployed in Mortgage Services |
| **Tasks** | * **MIS** - Devised MIS and Business Intelligence System and developed a reporting system to gain access to critical data, charts and graphs * **Resource Management** - Identified the bottleneck in the process and suggested reallocation of resources for increasing the number of files completed in a day * **Organizational Alignment** - Determined the key performance indicators of the back end process in retail mortgage services * Formulated a system for prioritizing files to reduce the cycle time of important files |

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| **PROFESSIONAL EXPERIENCE** |

**Business Development Manager – Advanced Systems Consulting, Bangkok Thailand Apr 2015 - Current**

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| **Roles & Responsibilities** | * Developed the **vision, mission and values** of the company Advanced Personnel & Solutions (APNS), HR consulting wing of ASC Group, under the guidance of CEO * Prepared **long term mid-term and short terms business plans** of APNS * Created the **business development plan** and identified the target customers * Prepared **pricing analysis matrix and company performance reports** of ASC * Prepared proposals for a consulting project by interacting with the consultants * **Identified business partners** for APNS and prepared investment plans for them to show case the returns from Thailand market * Carried out a **market research** to understand the IT outsourcing market and industry developments * Identified the current IT system used by different industries to understand the market potential for IT software partnering business * Partnered with Adrenalin, an Indian HR software company and prepared their investment plans for new marketing initiatives in Thailand * Carried out **market research** to understand and identify opportunities for creating a new business under the group ASC * Identified & understood the **market needs, industry trends** for new business opportunities and developed the various services of APNS * Provided IT consultation to clients to help them choose the right IT vendor for their organization * Negotiated and administered IT contracts with Adrenalin to provide It solutions to clients * Created the **sales & marketing materials** including brochures, website, the company profile and the company presentation * Planned and developed **marketing communications** of APNS * Looked after **social media marketing of the brand ASC** |

**Planning Engineer - Developments Consultants Private Limited, Kolkata India Sep 2011 – Jun 2013**

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| **Projects** | * Developed Progress Measurement Standard along with Progress Calculation Method for Engineering Activities of CCGT Power Project, Azzour Kuwait * Prepared Project **Progress S-curves**, updated and monitored the same for 380/115/33 KV Substation Project, Rasal-Khair Industrial City, Saudi Arabia * Developed Project Overall Schedule using **Primavera P6** for Thermal Power Plant Project, JP Ventures Limited, Madhya Pradesh |
| **Roles & Responsibilities** | * Developed Project Work Break Down Structure and identified the links between different activities to prepared a schedule plan * Prepared week/monthly/yearly progress reports to showcase the progress of the project to various stakeholders * Identified project gaps and delays and prepared presentations for the senior management * Monitored the progress of the projects, **identified the critical activities** and initiated corrective actions in case of lag in the progress * Prepared **project Schedules** and planned the different activities to be carried out * Identified **Critical Path** and prepared actual vs planned progress reports * Prepared Situation Analysis reports for presenting data to higher management for better decision making * Prepared **Delay Analysis** reports and coordinated meetings with clients to prepare catch-up plans |

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| ACHIEVEMENTS | | |
| **Competitions** | * Secured **99.03 percentile** in All India Common Aptitude Test 2013 * Secured **all India 8th rank** in BPCL Mercato 2014, ran a virtually simulated mall for 4 days | |
| **Certifications** | * Certified by Microsoft for completing the **MS Projects** & **MS Excel** Workshop * Certified by Board of Practical Training, Eastern Region, for Proficient Performance as a Trainee in Developments Consultants Private Limited | |
| **Training** | * Underwent vocational training at Titagarh CESC Plant to understand the plant operation from May 2013 to June 2013 | |
| POSITIONS OF RESPONSIBILITY | | |
| **IIMU** | * **E-Leader** of Saksham, Entrepreneurship club of IIM Udaipur   + Initiated the event Prarambh – 32 hour startup challenge   + Arranged **100% sponsorship of Rs. 200,000**  for Prarambh – 32 hour startup Challenge   + Prepared the budget and managed the logistics for Prarambh   + Organized & moderated Ideate 2.0, Intra-college B-plan contest as the Event Co-ordinator * Founder of Emotes, the Psychology Club of IIM Udaipur   - Organized a movie screening event  - **Wrote an article on ‘Modern Consumers – Buying Habits’**   * Projects Team SPOC of SKEIN, Operations Club of IIM Udaipur   + Outlined the objectives and the activities to be done for dal mill project of Seva Mandir   + Wrote an article on ‘Significance of operations management in a new business’ | |
| EXTRA-CURRICULAR ACTIVITIES | | |
| **Social Work** | | * Volunteered for raising funds for children suffering from Cancer on behalf of Cancer Centre Welfare Home and Research Institute |
| * Made a **short film** for the competition ‘Yes! I am the change’ by YES Bank. Performed random acts of kindness, shot them and uploaded it on Youtube to spread the message |

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| **Languages known** | * English * Hindi * Bengali * Punjabi |
| **Computer Skill** | * MS – Excel, Word, Projects, PowerPoint & Access * Primavera P6 & P3 * Prezi * C++ * Java |