



Aanchal Nikhra

Masters in Business Administration
Indian Institute of Technology, Kanpur

+91-8519003871

aanchal24@iitk.ac.in

linkedin.com/in/aanchaln24

EDUCATION

| Degree/Certificate | Institute/Board | CGPA/Percentage | Year |
|--------------------|--|-----------------|------|
| M.B.A. | Indian Institute of Technology, Kanpur | 8.4 (Aggregate) | 2026 |
| B.A.Programme | Lady Shri Ram College for Women | 71% | 2019 |
| Senior Secondary | M.P.B.S.E. | 95.4% | 2016 |
| Secondary | M.P.B.S.E. | 94.16% | 2014 |

EXPERIENCE

- **Mahabir Industries** Apr 2024 - Jul 2024
Entrepreneur in Residence - Full time Remote
 - Conducted market research and feasibility studies for 4 manufacturing plants across Africa, assessing market opportunities and regulatory factors as part of product lifecycle management
 - Led 2 projects, managing procurement, KPI tracking, and resource allocation, improving operational efficiency
 - Formed 3 strategic partnerships in Africa, focusing on customer-centric solutions, cross-functional collaboration, and enhancing product-market fit
- **Sakshi Food Products** Nov 2021 - Jan 2023
Customer Service & Relationship Manager - Full time Gwalior
 - Managed the customer lifecycle for 15 B2B orders monthly, improving customer satisfaction and loyalty
 - Developed strong product knowledge and trained a 10-member team, fostering a customer-centric culture and solving issues through problem-solving skills and execution planning
 - Trained 10 team members and implemented retention strategies like rewards to boost customer loyalty
- **Aavishkaar** Aug 2019 - Jun 2020
Fellow - Full time Palampur
 - Organized 17 workshops, and trained 570 teachers, applying cross-functional collaboration and innovative problem-solving techniques to maximize impact
 - Led 40 science-math Melas, educating 400+ students using user experience principles for interactive learning
 - Educated 400+ students in interactive science and mathematics content through Melas, Govt Schools
 - Conducted 40 science-math Melas across Himachal Pradesh, Rajasthan, and visited Nari Gunjan in Bihar

SKILLS

- **Management Skills**: Marketing, Consulting, Project Management, Strategy Planning
- **Tools**: JIRA, Power BI, Tableau, Microsoft Office

CERTIFICATIONS

- **The Complete SQL Bootcamp : Go from Zero to Hero** Oct' 2024
- **Microsoft Excel** : Microsoft Excel-Excel from Beginner to Advanced Sept' 2024
- **Microsoft Power Bi** : Microsoft Power BI Desktop for Business Intelligence Sept' 2024
- **Product Manager** : Become a Product Manager Sept' 2024

ACHIEVEMENTS

- Secured 10th Position in 12th standard among 8 Lakh Students in MP Board.

POSITIONS OF RESPONSIBILITY

- **Placement Committee Coordinator** , *Placement Committee, IITK*
Sept 2024 - Present

INTEREST AND HOBBIES

Travelling Painting Cooking