



Aanchal Nikhra

Masters in Business Administration
Indian Institute of Technology, Kanpur

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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