



DEVANSH JAISWAL

PGPTBM Candidate - Masters Union School of Business



PERSONAL DETAILS

I am a **22-years-old, Business Developer** holding an undergraduate degree of **Bachelor of Commerce (Honours)** from **Shaheed Bhagat Singh College, University of Delhi** who believes that practical knowledge is the key to success in any field.

I am passionate about Entrepreneurship, Product Development, Networking, Business Development, Corporate Relations and Strategic Alliances.

Currently working at **Coding Ninjas** as **Senior Executive - Corporate Relations and Placements** wherein I assist companies by providing pre-trained & work-ready entry-level tech talent.

I have **previously worked with Ornaz, So Delhi, AIESEC, Archon & The Scale Labs** and wish to add more such powerful experiences in the near future.



Phone Number

+917754941470



Email Address

devansh.jaiswal020@gmail.com



LinkedIn URL

<https://www.linkedin.com/in/d20/>



Address

K/213, Manik Ashram, Katra, Barabanki.



SKILLS

● Business 2 Customer Sales



● Business 2 Business Sales



WORK EXPERIENCE AND INTERNSHIPS

Coding Ninjas

Senior Executive - Corporate Relations and Placements | Apr 2020 - Present

Coding Ninjas is a **technical training Institute**, providing programming skills to students from across colleges & institutes **pan-india**. It is **Infoedge funded startup** which was funded in **February 2020** for **scaling their new product Career Camp** – which is an Income Sharing based payment model.

- **Worked on** recently launched **Career Camp** product which guarantees placements to students without any upfront fee.
- Identified, engaged and **built relationships with key stakeholders** of tech and product companies and brought them onboard like **Nearbuy, Jugnoo, Yulu & Intelliswift** and eventually established them as **key accounts**.
- Built **partnerships** with other players in the recruitment business such as **recruitment agencies** and **hiring portals**.
- **Automated** the **email follow ups** for the **team and myself** via tools and software like **Rebump & Mail Merge**.
- **Introduced** corporate selling and hiring drive as **sub-products** for **ways to engage** with **clients**

Ornaz

Assistant Manager - Business Development | Aug 2019 - Feb 2020

Business Development Executive | Jun 2019 - Aug 2019

Ornaz is a **B2C Jewellery E-commerce cum Retail** start up based out of Gurgaon **functioning Internationally** but major part of revenue comes locally.

- Face of the company by handling **negotiations, customer queries and maintaining client satisfaction** in the meetings.
- Handled **induction & training** of **3 new members** in the team.
- Leveraged technology into making **modifications** in the **tools used** by sales team to **communicate with customers** which in turn helped in **generating revenue** for the saved time.
- Generated total Gross revenue of **INR 40 Lakhs** in **6 months** and **cracked** the **Individual Sales Target** by generating a gross revenue of **INR 12 Lakhs** in the month of **October**; Got **Macbook AIR** for impeccable performance, this was the first time in the history of of Ornaz that anyone could achieve such numbers..

Horn OK Please by SO Delhi

Sales Analyst Intern | Feb 2018 - Mar 2018

So Delhi is a **local discovery platform** which helps the audience find hidden gems of entertainment and food inside a city. **Horn OK Please** is a bi-annual **food carnival event** held by So Delhi.

- Part of the **core team** of the **3rd edition of Horn OK Please** which had a footfall of **60,000** people in **3 days**, Overall responsibilities included **Vendor On-boarding, volunteer management, logistics and event operations**
- **Led a team of 50 volunteers** before the day of the event to complete on-ground and social media marketing to increase crowd attraction.
- **Led a team of 5 volunteers** on the day of the event to handle operations of the Red-Bull bar.

Scale Labs Multichannel Pvt Ltd

Brand Acquisition Intern | Jun 2017 - Jul 2017

Scale Labs is a **cross-border e-commerce enabler** for brands and retailers. It helps Indian e-commerce and retail merchants establish their base in global e-commerce. It **got funded** in **2018** by **GPA group**.

- Responsibilities included **following** the **whole sales cycle** of Lead Generation, Cold Calling, Prospecting and handling meetings **solely** with **key stakeholders of SMB's**.
- Left the organisation before the completion of the 3 months tenure as was selected for a month long Recruitment Organising Committee in AIESEC in Delhi IIT

● Lead Generation



● Public Speaking



● Negotiation



● Client Relationship Management



● Communication Skills



● Organisational Skills



● Leadership Skills



● Team Player



● Time Management



Archon Leadership Consortium

Networking Intern | Jan 2017 - Apr 2017

Archon is a **2000+ members organisation** which promotes **development of soft skills and leadership inclined qualities** through organising various events, workshops and activities pan India.

- Handled **Event partnerships** with **Organizations** and **sponsorships** with **college societies**
- End goal was to **increase member engagement** through conducting events in partnerships and sponsorships



EDUCATION

Shaheed Bhagat Singh College (University of Delhi) | Jun 2016 - Jun 2019

B.com (Hons) | 5.068

Seth M.R Jaipuria School, Lucknow | May 2015 - May 2016

ISC with Commerce | 86.75

Seth M.R Jaipuria School, Lucknow | May 2013 - May 2014

ICSE with Computer Science | 78.4



PROFESSIONAL ENHANCEMENTS

Certifications

Learn to sell anything by Grant Cardone



EXTRA-CURRICULAR & VOLUNTEER EXPERIENCE

Harvard Business Review | July 2020 - Present

Harvard Business Review Ascend Select Member

HBR Ascend Select is an exclusive and an invite-only **community** of aspiring **leaders**, **handpicked by HBR Ascend**. As a member, I get the opportunity to share my **views and opinions** with the editorial, marketing, and product teams of HBR Ascend. I also participate in various **research projects** led by HBR Ascend.

Finance & Investment Society | Mar 2017 - Mar 2018

External Relations Head | Sep 2017 - Feb 2018

- Responsibilities included **Team Handling** and **Sponsor Acquisition**.
- Led a team of **12 candidates** and guided them through the sales cycle of **Lead generation** and **prospecting** whilst rectifying their Sponsorship pitch.
- The **team broke** the **record** by bringing in the **maximum number of sponsors** for the annual event than any other society of the college.

Member- External Relations and Event Management | Mar 2017 - Aug 2017

- Responsibilities included **sponsor acquisition** and **Organising events** in partnership with different colleges.
- Individually cracked the highest number of sponsors achieved by any member.
- **Headed** the event **Boss-O-Finance** in Cromulent '17. **Led a team of 7** people for the event, which had a footfall of over 70 participants.

Horn OK Please by So Delhi | Mar 2017

Event Management Volunteer

- Worked as an **event management volunteer** for the day of the event, handled on-ground logistics and operations
- Left a lasting impact on the management which in turn helped me **secure internship** for the next year's event.



PART-TIME EXPERIENCE

AIESEC in Delhi IIT | Jan 2017 - Dec 2017

AIESEC is the **world's largest youth-run organisation**, Developing the **leadership potential of young people across 111 countries and territories** through AIESEC Experiences.

AIESEC in Delhi IIT is the **first Local Chapter** of AIESEC in India.

Manager - Development Sector | Jul 2017 - Dec 2017

- Local Chapter consisted of 1 President, 10 Vice President, 40 Managers and approximately 150 members. My Department consisted of 1 Vice President, 6 managers and 20 members.

- **Facilitated leadership experience of 3 members** in the department
- Responsibilities included **team handling, raising Local NGOs** and **Fetching International Interns** relevant to that opportunity
- **Operated over 50 projects** at local level, for international interns from over **30 countries**, on issues such as cancer awareness, child rights and education etc, aligned with **United Nation's Sustainable Development Goals 2030**.
- **Part of 2 Organising Committees -**
 1. **Regional Youth Leadership Conference for AIESEC in India** held in Jodhpur - **12 members** were **selected** amongst a pool of over **1000 applicants**. Responsibilities included taking care of **Logistics and overall event operations** of the conference.
 2. **Recruitment Organising Committee for AIESEC in Delhi IIT** held in Delhi - **20 members** were **selected** from a pool of **100 applicants**. Responsibilities included **Field-Sale** of recruitment forms in different colleges and being **panel for the 1st round** of recruitment which was **Group Discussions**.

Business Development Executive | Jan 2017 - Jun 2017

- Responsibilities included managing various **partnerships & alliances** around the term for the International Interns & Volunteers and managing partnerships for 2 local AIESEC Conferences.
- Raised **entertainment, food and stationary partners** for the summer cycle Interns and **speaking space** for both the conferences.
- Received appreciation over E-mail in the monthly newsletter of **AIESEC in India** for being the **Best Member - Exchange Support** for the month of April and **Nominated for Best Member - Exchange support** for **AIESEC in Delhi IIT** in the closing conference.