

Academic Record			
PGDM (Marketing Finance , Analytics)	2015	Indian Institute of Management Ranchi	2.72/4.30
B.E (Electronics and Telecommunication)	2013	Yeshwantrao Chavan College of Engineering (YCCE) Nagpur University	69.09%
Class XII	2009	M.P.DEO Memorial College Nagpur (Maharashtra)	82.50%
Class X	2007	V.T.Convent Nagpur (Maharashtra)	74.92%
Achievements	▪ Awarded 1st prize in National Conference on Advances in Engineering Technology and Applied Science, SPANDAN (2013)		
Certifications	▪ Completed Workshop on Effective public speaking and Art of Crafting Business Letters conducted by Prof. Subroto Ghosal (2013)		
Work Experience			
Gupta Power Infrastructure Limited ,Bhubaneshwar <i>Production Planning and Execution Manager</i> Apr'15 – Till Date			
Responsibilities	<ul style="list-style-type: none">▪ Heading the Product Planning and Control (PPC) team for HOUSEWIRE division▪ Developing strategies for obtaining new business like LED LIGHTING▪ Generating vendors through networking, Relationship building for generating new accounts by understanding market and competitors performance.▪ Identify and develop the company's unique selling propositions and differentiators.▪ SAP PP Module and SD Module to execute the order timely▪ Spearheading the project for implementing MRP via SAP and WINGS ERP Software		
Summer Internship 8 Weeks			
Phillip Capital India Pvt. Ltd , Mumbai		<i>Management Trainee</i>	<i>Apr'14 – May'14</i>
Project - Business Development and Client Relationship Management on Frontline Equity Sales			
Description	<ul style="list-style-type: none">▪ Market Research, GTM Strategy and Sales Pitch for their product▪ Converted a potential HNI Client for Insurance product worth 10 lakh▪ Showcased products for Real Time Trading in NASDAQ,NYSE,LSE, SGX Markets		
Learning	<ul style="list-style-type: none">▪ Learned the nuances of CRM and its impact on business through interaction with client▪ Generated leads by indentifying the prospective HNI clients		
Projects & Research Papers			
Identification of Critical Success factors for BATA, Ranchi under Prof. Sanjay Badhe			
<ul style="list-style-type: none">▪ Analysed the Store Layout on the basis of financial, design and value chain metrics and suggested the redesign of the retail pentagon to achieve improvements in the bottom line			
Factors affecting the consumers decision process – Watching Movies under Prof. Purba Rao			
<ul style="list-style-type: none">▪ Using GAP analysis, SEM Modelling, Logistic Regression identified the important factors▪ Recommendation - Review play a very important role in a person's decision to watch a movie			
Sales & Distribution Analysis, NESTLE under Prof. Rajeshwari Victor			
<ul style="list-style-type: none">▪ Analysed Distribution Structure in Ranchi and expense & investment model for the Distributor▪ ROI Calculation and recommendations to help improve the current ratio by 3-4 %			
Brand Management – Brand Audit for Fastrack under Prof. T.N.Swaminathan			
<ul style="list-style-type: none">▪ Recommendation- Fastrack brand should be strongly endorsed by TITAN as titan has high credibility▪ From the survey results it was found that the reach of it products, belts and helmets were very less.			
Data Mining & Predictive Analysis – Indian Human Development Survey under Prof. P.K. Bala			
<ul style="list-style-type: none">▪ Identifying the major factors using regression analysis and prepared a decision tree			
Positions of Responsibility			
<ul style="list-style-type: none">▪ Executive Co-ordinator of Student Election Committee of IIM Ranchi (2014)▪ Co-ordinator of T-CAMPUS, National level GD-PI event at YCCE (2012)			
Extra-Curricular Achievements			
<ul style="list-style-type: none">▪ Captain and Student Representative for YES Stepathlon 2014▪ Executive Member - MindsofIIM ,Dance Club at IIM Ranchi Aug'13-Feb'15			
Others			
<ul style="list-style-type: none">▪ Hobbies: Solving puzzle like Sudoku, Playing cricket, Football, Badminton			