

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