# GOURAV LALA

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## Academic Records

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|---|---|---|---|
| Full Stack web developer | 2022 | Masai School | - |
| BBA(H) | 2021 | Michael Madhusudan Memorial collage (MMMC) | 82.84/100 |
| Class XII | 2018 | Jawahar Navodaya Vidyalaya | 78.4/100 |
| Class X | 2016 | Jawahar Navodaya Vidyalaya | 64.6/100 |
| Academic Achievements | • Achieved **9 and above grade** points in **18 out of 30** subjects during BBA at KNU<br>• Ranked among the **top 10** students of the academic batch of BBA (2021)<br>• Earned **4th** position in the seminar organized by the Dept. of Business Administration (MMMC) | | |

## Certifications and Skills

- **Cleared Logistics and Supply Chain Management (PGPLSCM)** certification by **Times of India** group (Timespro)
- Proficient with using **JavaScript** and **Html5**, **CSS**3 able to handle develop website using.
- Well acquainted with **React and Bootstrap, material UI** for creating advanced style.
- Proficient with **Adobe premiere pro, After effect, Adobe Photoshop**
- Completed **DIT** Diploma certification in information technology from Jatiya Yuva.
- Rest API, SQL, GitHub,

## Professional Experience

| Toolsvilla (Durgapur) | Supply Chain Executive | Nov 2021-Jan 2022 |
|---|---|---|
| Roles & Responsibilities | • Worked extensively in the creation of **reports and visualizations** for the Management Information System<br>• The key responsibilities include **data maintenance** and **data entry** with error-free handling<br>• Responsible for **product dispatch scheduling** and on-time **end-to-end** operational activities<br>• Handle **customer-vendor** relationships for smooth logistics and stabilize the operational problems<br>• Keep regular track of vendor inventory and customer requirements for on-time product availability | |
| Achievements | • Successfully handled a major problem of **stock and vendor** failure<br>• Successfully **cleared 85%+ pending orders** in a time span of less than 1 month | |

| BYJU'S- The Learning | Business Development Associate | Jan 2022- march 2022 |
|---|---|---|
| Roles & Responsibilities | • Responsible for managing and desk development of **CRM** System for a set of dynamic customers.<br>• Handled more than **1000 leads** through CRM software- LeadSquared and managed their activities. | |
| Achievements | • Developed and updated more than 800 clients' databases into the system owing to business development and **revenue generation** through reaching the asked target of sales | |

## Academic Project

### Marketing project on **Product the Mix of Tata Salt**

- Worked on the secondary data and research paper to develop knowledge and efficient performance
- Identification of key problems and **formulation of the objective function for a delivery model** into rural regions of India

### Clone of **E-commerce (Sugar Cosmetics)**

- The website is fully functional. Build with **Html5**, **CSS**, and **JavaScript**.
- With the help of **API** and l**ocal storage**, the website can handle **login**, **add to cart**, wish list functionality, and payment system.

### Clone of **News website (The Hindu)**

- Multiple-page website, fully functional using advanced HTML, CSS, JavaScript, ES7
- Using react for components and using API from data handling.

## Positions of Responsibility

- Worked as a **batch representative** at the **student welfare program**, at MMMC
- Worked as **batch representative** for all curricular programs organized by the Department of BBA at MMMC
- Team leads in **Student Union**, 2019 and represented my department at a **union meeting**

## Extra-Curriculars

- Recognised as the **best actor** for drama presented by Shivalik house at JNV
- Impersonated the famous journalist **Ravish Kumar** at MMMC
- Awarded as the Best Speaker in a **debate competition** at an Intra-school Cultural fest during secondary schooling
- Awarded as the Best representative **in the youth parliament competition** at the annual program 2017
- Received formal training in **Taekwondo** for 4 years and participated in a **regional meet** in 2016
- Recognised as a **consistent** member of a local club for S**wachh Bharat Abhiyan**
- Time-to-time editing of **video, video compilation, and photoshop** for my YouTube channel