



NITISH BRAHMA

MBA | 2023-25

ACADEMIC QUALIFICATIONS

Year	Qualification	Institute	% / CGPA
2023-25	MBA	Indian Institute of Management, Rohtak	33.57%
2020-23	B.Com (Hons.)	Deen Dayal Upadhyaya College, University of Delhi	70.01 %
2019-20	Class XII (CBSE)	Faculty Higher Secondary School, Assam	61.16 %
2017-18	Class X (CBSE)	NPS International School, Assam	77.83 %

INTERNSHIPS

Indian Railways	Summer Intern	Apr' 24 – May' 24
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- Executed **primary surveys & field visits** in **NF region**, leading to **comprehensive examination** of marketing strategies
- Analyzed **implementation** of schemes and freight movement, resulting in **detailed insights** into **logistical efficiency**
- Assessed **consumer awareness** of marketing schemes, uncovering **30%** of existing consumers were unaware of current programs
- Proposed establishment of **dedicated** sales team & digitalization of documentation to **improve efficacy & customer outreach**

INDUSTRIAL LIVE PROJECTS

Management Consultant, Takshashila Consulting	<ul style="list-style-type: none">• Conducted in-depth research to assess the current state of the Krishna district in Andhra Pradesh• Analyzed client ecosystems to identify key drivers for sustainable bottom-line growth• Benchmarked performance against domestic standards to identify growth opportunities• Developed a comprehensive acceleration strategy based on research and benchmarking insights	2024
CRM Intern, Createintime	<ul style="list-style-type: none">• Led outreach efforts, generating substantial leads weekly, resulting in increased client sign-ups• Coordinated client calls with a high setup rate within 24 hours improving onboarding efficiency• Monitored multiple campaigns, reducing revisions & improving satisfaction• Managed client feedback, boosting satisfaction & contributing to consistency in the retention rate	2024

ACADEMIC PROJECTS

Rural Engagement Programme, IIM Rohtak	<ul style="list-style-type: none">• Conducted research across various individuals as part of a student research team in Ambala• Surveyed stakeholders across 4 sectors i.e. healthcare, education, agriculture & youth awareness• Evaluated impact & efficiency of government policies, providing valuable insights to improvise• Submitted detailed policy recommendations to government officials for robust decision-making	2023
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POSITIONS OF RESPONSIBILITY

Head of Curators, TEDx IIM Rohtak	<ul style="list-style-type: none">• Organized TEDx event attracting 100 attendees & featuring 7+ speakers from various domains• Collaborated with cross-functional teams and curated the speakers' talk efficiently• Spearheaded efforts to enhance the TEDx brand by fostering strong community engagement• Leveraged social media and other communication channels to promote TEDx events on-site	2024-25
Coordinator, Academic Committee, IIM Rohtak	<ul style="list-style-type: none">• Represented batch of 700+ and aided coordination between Admin, Faculty, & students• Handled student-related issues and provided practical solutions for academic related issues• Responsible for upholding the student code of conduct and discipline for the batch• Orchestrated key events of the institute and managed operations for the same with the team	2023-25
President, Enactus DDUC	<ul style="list-style-type: none">• Officially registered the organization as a student-run, college-based society• Spearheaded & successfully launched Project "Karnika" and "Saranyu"• Oversaw & contributed to R&D of prospective projects, enhancing project viability by 30%.• Organized & conducted project-specific events, including "Nexus" and "Relationships 101"	2021-22

ACHIEVEMENTS & EXTRA-CURRICULARS

Competitions	<ul style="list-style-type: none">• Recognized as top 10 teams on campus in Jal Yatra B-Plan conducted by AIWCL• Participated in the National Competition conducted by Enactus India	2023 2021
Certifications	<ul style="list-style-type: none">• Completed a course on Basics of Stock Market under Skill Enrichment Program	2022
Others	<ul style="list-style-type: none">• Completed PGDCA Diploma Degree from the Institute of Professional Studies and Business• Completed 5-year Diploma Degree in Fine Arts training from AFACS• Pursued Classical Music training from Akhil Bharatiya Gandharva Mahavidyalay Mandal	