



# CHIRANJIB BARUAH

MBA | 2023-25

ACADEMIC QUALIFICATIONS			
Year	Qualification	Institute	% / CGPA
2023-25	MBA	Indian Institute of Management Rohtak	32.91 %
2019-21	B.Sc(H)	Digboi College, Dibrugarh University	69.57 %
2016-18	Class XII (CBSE)	Vivekananda Kendriya Vidyalaya(NEC),Baragolai	74.60 %
2014-15	Class X (CBSE)	Sainik School Goalpara,Assam	76.00 %
INTERNSHIP			
Indian Oil Corporation Ltd.		Operations Intern	Apr'24 – Jun'24
<ul style="list-style-type: none"><li>• Spearheaded <b>strategic sourcing</b> initiatives through the <b>GeM portal</b>, ensuring cost-effective acquisition of raw materials across</li><li>• <b>Negotiated</b> favorable contracts with GeM-registered <b>vendors</b>, minimizing procurement costs and securing timely supplies delivery</li><li>• Streamlined vendor <b>communication and collaboration</b> processes, enhancing transparency and efficiency in the supply chain</li><li>• Implemented a robust vendor evaluation system to assess performance, drive continuous improvement, and mitigate <b>SCM</b> risks</li></ul>			
INDUSTRIAL LIVE PROJECT			
Sales Partner, Ezaar Collective	<ul style="list-style-type: none"><li>• <b>Promoted</b> Ezaar upcycled products by exploring <b>new markets</b> and networks actively</li><li>• <b>Generated sales</b> by targeting individual and corporate clients valuing sustainable products</li><li>• Engaged with customers to understand needs, providing feedback to improve offerings</li><li>• <b>Collaborated</b> on strategies to enhance brand visibility &amp; expand sustainable customer base</li></ul>		2024
Customer Retention, Koh Foods	<ul style="list-style-type: none"><li>• <b>Engaged</b> existing customers to understand needs, build relationships to enhance satisfaction</li><li>• Persuaded customers to repurchase by communicating, addressing concerns &amp; boosting sales</li><li>• Re-engaged customers by communicating, driving <b>retention rates</b> and enhancing loyalty</li><li>• Collected customer <b>feedback</b> via calls, delivering insights to enhance products and strategies</li></ul>		2024
Client Relationship Management Intern, Createintime	<ul style="list-style-type: none"><li>• Enhanced customer experience with after-sales support &amp; optimized <b>digital marketing</b></li><li>• Strengthened <b>client relationships</b> by aligning digital strategies with measurable goals</li><li>• Analysed client feedback to refine efforts, boosting satisfaction and retention rates</li><li>• <b>Streamlined</b> client onboarding with customised digital campaigns to ensure loyalty</li></ul>		2023
ACADEMIC PROJECTS			
Rural Engagement Program, IIM Rohtak	<ul style="list-style-type: none"><li>• Led surveys in Haryana villages, <b>gathering data</b> on agriculture, health, and education sectors</li><li>• <b>Recognized</b> the difficulties that the locals in the designated sectors face</li><li>• <b>Assessed</b> the application and effects of various government programs in the sector</li><li>• Reviewed the collected information and <b>provided ideas</b> for improvement</li></ul>		2023
POSITIONS OF RESPONSIBILITY			
Volleyball Vice Captain, IIM Rohtak	<ul style="list-style-type: none"><li>• Spearheaded volleyball team as <b>Vice-Captain</b>, strategizing game plans and tactics</li><li>• Orchestrated team practice sessions, refining teams skills and <b>boosting performance</b></li><li>• Inspired players, cultivating <b>teamwork</b> and <b>communication</b> for superior match results</li></ul>		2023
NCC Cadet, N.E. Region Shillong	<ul style="list-style-type: none"><li>• Represented National Cadet Corps as Cadet for Northeast Region, Shillong Division</li><li>• Commanded Shillong Battalion in advanced <b>NCC drills</b> and <b>leadership activities</b></li><li>• <b>Organized</b> and supervised Army Attachment Camp operations and cadet participation</li></ul>		2015
The Bharat Scout and Guide	<ul style="list-style-type: none"><li>• <b>Directed</b> and <b>coordinated</b> with over 100 boys during Panchmarhi Adventure Program</li><li>• Supervised trekking, ensuring participant safety, smooth execution, timely transitions</li><li>• <b>Orchestrated</b> cultural programs and events to foster teamwork and cultural exchange</li></ul>		2013
ACHIEVEMENTS & EXTRA-CURRICULARS			
Achievements	<ul style="list-style-type: none"><li>• National Cadet Corps “A” Certificate holder in North Eastern Region</li><li>• 299<sup>th</sup> “National Adventure Camp” held at Nai Panchmarhi</li></ul>		2015 2013
Competitions	<ul style="list-style-type: none"><li>• All India “Inter Sainik School Volleyball Championship” Runners up</li></ul>		2016
Certifications	<ul style="list-style-type: none"><li>• Certified in <b>Six Sigma Black Belt</b> from LinkedIn Learning</li><li>• Certified as <b>Project Management specialist</b> from LinkedIn Learning</li><li>• Certified in <b>Customer Relationship Management</b> from LinkedIn</li><li>• Certified in <b>B2B Brand Strategy</b> from LinkedIn Learning</li></ul>		2024 2024 2024 2024