

Hemant Kandpal

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ACADEMIC RECORD			
2024	MBA-IB	University Business School, Panjab University, Chandigarh	Pursuing
2022	B.Pharm.	GD Goenka University	78.40%
2017	12 th (CBSE)	St. Angels School, Delhi	74.20%
2015	10 th (CBSE)	St. Angels School, Delhi	72.20%
WORK EXPERIENCE			5 Months
Connected H		Business Development Manager	Mar'22-jul'22
Roles & Responsibilities	<ul style="list-style-type: none">Assisted with sales campaign development and pipeline creation.Fostered long term business relationships with clients through meetings and follow-ups.Organize meetings and appointments between clients and company Executives.Contacted clients regarding new business opportunities and future opportunities.Developed client specific strategies aimed at achieving revenue and gross profit.		
INTERNSHIPS			1 Months
Medicamen Biotech Ltd.		Intern	Jun'21-Jun'21
<ul style="list-style-type: none">During internship, I learned about production of drugs, Q.A, Quality control and procedures in pharmaceutical industry.Sorted, organized, and maintained files.Provided clerical support, addressing routine and special requirements.Researched and reviewed information in support of daily objectives.			
CERTIFICATIONS			
Certifications	<ul style="list-style-type: none">Google analytics for beginners- by Google analytics academy		2022
	<ul style="list-style-type: none">Social media marketing- by Great Learning		2022
	<ul style="list-style-type: none">Product management- by Great learning		2022
	<ul style="list-style-type: none">Supply chain management- by Great learning		2022
	<ul style="list-style-type: none">Fundamentals of digital marketing- by Google digital garage		2022
POSITION OF RESPONSIBILITY			
GD Goenka University (2018-22)	<ul style="list-style-type: none">Member, Organizing committee- reach conference(2019,20)		
EXTRA-CURRICULARS			
<ul style="list-style-type: none">Attended Workshop on Cryptocurrency and blockchain by School of Business, UPES.			2022
<ul style="list-style-type: none">Attended Workshop on Product Management by ISBR Business School.			2022
<ul style="list-style-type: none">Attended Workshop on Entrepreneurial Skill Development by Panjab University.			2022
<ul style="list-style-type: none">Took part in various business case study compitions in Unstop.			
OTHER INTERESTS			
<ul style="list-style-type: none">Into Bodybuilding and weightlifting.Play online competitive games.Listening to music.			