

TANISHA KUMARI

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Skill Set Summary

Management and organization: Proficient in maintaining trackers and maintaining departmental data effectively.

Analytical: Experienced in collecting, and analyzing data for research papers, live projects, and audits

Interpersonal skills: strong communication skills through cold callings, presentations, and maintaining professional customer relationships.

Computer proficiency: Intermediate in MS Word, MS PowerPoint, and MS Excel

A team player: collaborative approach evident in leading research projects, contributing to sales efforts during an internship, and working effectively within the organizational team.

Professional Experience

Projects Undertaken

- Research paper on "Green Finance an Effective Tool to Sustainability" I led a group of people and completed the research paper which was organized by the 3rd International Conference on Business Sustainability and Innovation (ICBSI 2023)
- Live Project on "Dabur"

Internships

Sales Intern - Magadh Motors (Outlet of TATA Motors), Gaya

Internship – Aug 2023 – Sept 2023

- Conducted out-bond sale activities, achieving a 5% increase in car sales.
- Handled customer inquiries and obtained regular feedback, enhancing customer satisfaction
- Assisted in employee onboarding by screening CVs and scheduling interviews.
- Prepared internship report on "Elevating sales and customer relations at Magadh Motors"

AIESEC in Dehradun

Internship – Sept 2023 – Present

MD Manager

Feb 2024 – Present

- Worked on audit process with co-member
- Synergy call with Management Body and team members to achieve organizational goals effectively
- Managed membership undertaking, resignation, and data tracking for team leaders and members
- Prepared letters of experience for outgoing members.

Recruitment OC member

- Generated 10 leads through cold calls and pitching AIESEC opportunities
- Scheduled interviews and contributed to recruitment attraction material for recruitment purposes
- Shoutouts and maintained a tracker for all the registered individuals, ensuring proper communication and regular follow-up.

Team Member (Incoming Global Talent)

Sept 2023 – Feb 2024

- Supported in scheduling and conducting IR calls with Sri Lanka AIESEC.
- Shared attraction material for opportunities in Dehradun regularly.
- Coordinated with the home entity's team.

Achievement

- Secured 5th position in Marketing quiz
- Worked as a member of the OC committee

Education

- Bachelor of Business Administration – BBA from Doon Business School, Dehradun (2021-2024)
- Class XII, Commerce – DAV Public School – (year of completion- 2021) – 86%
- Class X -Delhi Public School– (Year of completion – 2019) – 78%

Others

- Language proficiency: English, Hindi
- Hobbies: Travelling, Singing, Yoga