

RISHABH KUMAR VERMA

rishabhverma372000@gmail.com || 7054561170 || D-1/467, Sector H, LDA Colony Lucknow, UP
[LinkedIn](https://www.linkedin.com/in/rishabh-verma-94a890a7/) - <https://www.linkedin.com/in/rishabh-verma-94a890a7/>

EXPERIENCE

Operations Executive

Earnest Data Analytics Private Limited, Noida

(Jun 2023 – Aug 2023)

- Part of the team responsible for formulating the transactional process for Earnest's ONDC platform Vistar with payments partner SpiceMoney.
- Responsible for making the entries and updating the rates of multiple brands like Nykaa, Pizza Hut, PVR Cinemas, etc.
- Successfully negotiated the rates of brands over B2B collaboration with industry leaders like Accentive, Gyft and Pine.
- Scripted and posted 50+ blogs and newsletters on LinkedIn and company's website, also curated the content of 10+ email marketing campaigns.
- Managed the Help Center and assisted customers with inquiries related to Earnest's Meribachat platform.

Audit and Operations Intern

Relevel by Unacademy, Bangalore

(May 2022 – July 2022)

- Facilitated audits for 5 rounds of testing for intents like Human Resources, Business Development, Full Stack Development, Backend Development, Data Analytics, Operations, etc.
- Prepared financial audits for the external and internal proctors.
- Orchestrated multiple spreadsheets for **25+ proctors** for errors and suggestions.
- Accountable for emailing the daily analysis to proctors and interviewees.

Sales and Marketing Intern

SmartQ, Bangalore

(Dec 2021 – Mar 2022)

- Led the relation management team across multiple universities and offices PAN India.
- Drove multiple client meetings along with Sales Manager and Vice President Mr. Shubham Agarwal.
- Responsible for converting Universities like **Shoolini and Chandigarh University** as permanent clients.
- Handled multiple sales reports.

Marketing Intern

Indian Institute of Management, Bangalore

(Feb 2021 – Aug 2021)

- Worked under Associate Professor Seema Gupta (now, ex-professor)
- Created professional blogs on range of Digital Marketing tools and topics.
- Designed and scripted a course on **Affiliate Marketing** having 1000+ sales and still counting.
- Modelled an online course **How to create an Online Academy** with a positive ROI
- Conducted market research on Affiliate Marketing to develop targeted buyer personas.

EDUCATION

Information Technology

Institute of Engineering and Technology, Lucknow, Uttar Pradesh

(Aug 2019 - Jun 2023)

- CGPA – 8.31

Intermediate (10+2)

Lucknow Public School, Lucknow, Uttar Pradesh

(May 2018)

- Percentage - 90.80%

High School

Lucknow Public School, Lucknow, Uttar Pradesh

(May 2016)

- CGPA - 10

EXTRA – CURRICULAR

- **Training and Placement Coordinator** - Training and Placement Cell, IET Lucknow
- **Coordinator of Kalakriti** - Cultural and Fine Arts Club, IET Lucknow
- **Table Tennis Representative** - Sports Committee, IET Lucknow

ACHIEVEMENTS

- **Mathletics 1** - Rewarded 1st prize for excellence in for inter-branch round.
- **Mathletics 2** - Rewarded Consolation Prize for inter-school round.
- **Convocation** - Received Rs. 7500 for academic excellence in Intermediate.
- **Gold Medal** in inter-house Table Tennis Tournament.

INTERESTS

- Table Tennis, Basketball, Badminton and Football.
- Animated Fan-Arts of Japanese anime and manga.
- Passionate about cooking.