

Abhas Tiwari

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EDUCATION

Doon Business School

Post graduate diploma in Management - Marketing and Digital Business

Dehradun, U.K.

Graduation Date: Jul 2023

Institute of professional Education and Research

B.Com Accountancy Honours

Bhopal M.P

Graduation Date: Jul 2021

WORK EXPERIENCE

A-Class Marbles Pvt. Ltd.

Management Trainee - B2B & B2C sales

Gurgaon, H.R

Apr 2023 - Oct 2023

- Creating and maintaining employee records on salesforce.
- Lead Generation, Cold calling, B2B & B2C.
- Conducted thorough market research and analysis to identify the client as a strategic fit for our solutions.
- Developed a tailored pitch and presentation highlighting the unique value proposition of our products/services.

INTERNSHIPS

MSCI - Trove Research

Internship Trainee

Bengaluru K.A.

Jul 2022 - Oct 2022

- Implemented a comprehensive training program for Carbon Credit sales representatives on how to effectively utilize the interactive dashboards, resulting in a 20% improvement in data literacy among team members for Carbon Markets. Created Newsletter GUI using Appsmith for the company's website.
- Learned SQL Power BI and Appsmith and Implemented them in the company's data handling and pipeline creation.

Shinfield Engineering Private Limited

Data Visualization Developer - Part Time

Bhopal, M.P

Nov 2018 - Feb 2020

- Translate intricate datasets into visually compelling charts, graphs, and dashboards to facilitate strategic decision-making.
- Engage in collaborative discussions with cross-functional teams to discern data requirements and strategic objectives.
- Actively solicit and incorporate feedback, consistently refining and optimizing data visualizations to ensure ongoing effectiveness and usability.

EXECUTIVE EDUCATION

Indian Institute of Management (IIM)

Strategic Management

Rohtak H.R.

Jan 2023 - Jan 2023

- Learned to formulate organizational mission, vision, and goals. Conducting SWOT (Strengths, Weaknesses, Opportunities, Threats) analysis. Developing strategies to achieve long-term objectives.
- Understanding the external business environment. Analyzing industry forces using tools like Porter's Five Forces. Assessing opportunities and threats in the external environment.

SKILLS AND INTERESTS

Skills: Microsoft Office (Excel, PowerBI, PowerPoint) | SQL | Customer Relationship Management | B2B Sales

Intrests: Research, Softwares, Physical fitness, Analytics.