


Rashmi Negi

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EDUCATION			
QUALIFICATION	INSTITUTE	CGPA/%	YEAR
B.com (Hons)- (Delhi University)	Shri Ram College of Commerce	6.75	2017-20
Class XII – (Govt. of Tamil Nadu)	Shri Nehru Vidyalaya MHSS	97.67 %	2016-17
Class X- (Govt. of Tamil Nadu)	Shri Nehru Vidyalaya MHSS	92 %	2014-15
WORK EXPERIENCE			
Coding Ninjas	Business development Intern	<ul style="list-style-type: none"><li>• Reaching out to new colleges/universities to work together with Coding Ninjas.</li><li>• Manage accounts of existing clients and ensure smooth execution and maximum engagement</li><li>• Coordinating with faculties of existing partnered colleges to ensure students participation.</li><li>• Brainstorming on data and qualifying leads to enroll in paid coding ninjas courses.</li></ul>	May 2021- currently working
MiM- Essay Consultancy Pvt. Ltd.	Business Development Associate	<ul style="list-style-type: none"><li>• Conducted intensive research to identify new markets and customer needs.</li><li>• Building a new market place from scratch.</li><li>• Figured out ways to reach out to prospective users via growth hacking,organic and paid mediums.</li><li>• Analyzed customer behaviour and figured out ways to meet the requirements.</li><li>• Onboarded new mentors.</li><li>• Strategizing ways to incentivize new mentors.</li></ul>	Jan 2021- May 2021
Uniworks Designs Pvt. Ltd. (Hyderabad)	Executive Assistant to the COO. (Operations)	<ul style="list-style-type: none"><li>•Operations management trainee under the COO.</li><li>•Analyzed organization’s KRAs; KPIs and providing monthly report to the management.</li><li>•Strategizing sales operations and providing roadmap to achieve the set targets.</li><li>• Conducting on- field market research for the expansion of the company in new geographical areas.</li><li>•Strategized increasing company’s social media presence and scripted the company’s upcoming advertisement.</li></ul>	Oct 2020- Jan 2021
Planify Consultancy India pvt ltd (June 8 – July 31 2019)	Business Development Intern	<ul style="list-style-type: none"><li>• Researched and studied about various IPOs, Insurances, Mutual Funds,Loans, DMAT account and about their valuation and worked on business strategy creation.</li><li>• Generated leads, developed channel partners managed successful corporate tie-ups.</li></ul>	2019
TCIHI- Ways Pvt Ltd (June 2- july 31 2018)	Operations Management Intern	<ul style="list-style-type: none"><li>• Evaluated the reports of the inventory, performed data entry and managed the accounts and day to day transactions.</li><li>• Prepared weekly report.</li></ul>	2018
ACADEMIC ACHIEVEMENTS			
<ul style="list-style-type: none"><li>• Awarded for securing Highest in Hindi subject in class XII.</li><li>• Secured 100% in commerce subject in class XII boards.</li></ul>			2016-17 2016-17
POSITIONS OF RESPONSIBILITY			
Treasurer	The Dramatics Society, SRCC	<ul style="list-style-type: none"><li>• Responsible for seeking corporate sponsorship and securing strategic business collaborations, +making financial plans, budgeting ,handling payments, drafting financial summaries and corporate filings for annual theatre festival ‘Histrionica’, which has a cumulative footfall of <b>15,000+</b> students.</li><li>• Managed successful tie ups with corporates and raised funds. Generated more than <b>4 lakhs</b> in sponsorships.</li><li>• Conducted <b>Open Mic sessions</b> and <b>acting workshops</b> for the students of Delhi University with the team.</li></ul>	2018-19
Core Organiser	Centre for Green Initiatives, SRCC	<ul style="list-style-type: none"><li>• Spearheaded the team and holistically <b>managed operations</b> for the Annual green festival of the college-Tatva.</li><li>• Managed <b>corporate communications</b> and collaborations for the event.</li></ul>	2019-20

Actor	The Dramatics Society, SRCC	<ul style="list-style-type: none"><li>• Ideated and acted in the Street play ‘Suspended’, which is based on the topic of Education in India and meaning of Education. The play reached out to people across Delhi.</li><li>• Participated in more than <b>50 competitions</b> and won <b>15 awards</b> across the Delhi University Theatre Circuit. as well as outside delhi.</li></ul>	2017-18
Sponsorship Team Member	Histrionica 2017	<ul style="list-style-type: none"><li>• Roped in sponsors and collaborations.</li><li>• Targeted the Mobile applications and start ups sector.</li></ul>	2017-18
Secretary	National Service Scheme, Shri Nehru Vidyalaya.	<ul style="list-style-type: none"><li>• Held the responsibility of guiding the students throughout the year.</li><li>• Organised various events like NGO visits, <b>‘Save water’ Rally</b> and a <b>ten days camp</b>, which included workshops on self defense, speaker sessions, tree plantation programme.</li></ul>	2015-16
EXTRA CURRICULAR ACHIEVEMENTS			
Performing Arts	<ul style="list-style-type: none"><li>• Received the title <b>‘Best Actor’</b> at the theatre festival of Jaypee Institute of Information Technology at Converge 2018.</li><li>• Ideated and acted in a play on the environment at the annual green festival of college.</li><li>• <b>Street play activist</b> at The Dramatics Society, SRCC.</li></ul>		
Fine Arts and Sports	<ul style="list-style-type: none"><li>• Actively participated in competitions like Debate, Hindi creative writing and at school level.</li><li>• Participated in sports like Handball and Volleyball.</li></ul>		
Volunteer	<ul style="list-style-type: none"><li>• <b>Youth ki Awaaz</b> : Participated as a member in the summit and helped in coordination of the entire session. The summit aims to be the voice of a progressive generation and invited personalities like <b>Shasi Tharoor, Konkona Sen Sharma, Gul Panag</b> and many others</li><li>• <b>Youth and Truth- Unplug with Sadguru</b> : Member of the organizing team of the event under Internal Quality Assurance Cell of the college.The event saw a participation of students from all over the Delhi University.A fruitful interactive session was held for the students as well as the faculty with the <b>Sadguru</b><ul style="list-style-type: none"><li>• Participated in the Social Media Campaigning of Delhi University Premier League. Took care of all the handles like Facebook, Instagram and Twitter .</li></ul></li></ul>		