



PRIYAM DABRIWALA

B.M.S Graduate from St. Xavier's College, Kolkata

To hone my skill sets and garner new, while working in a conducive yet challenging environment.



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Siliguri, India

SKILLS

SALES & MARKETING

COMMUNICATION
SKILLS

MS-OFFICE

GOOGLE SHEETS

LEADERSHIP

LANGUAGES

ENGLISH

Full Professional Proficiency

HINDI

Full Professional Proficiency

INTERESTS

CRICKET

BUSINESS

COOKING

MOVIES & SERIES

READING

EDUCATION

Bachelor's of Management Studies (B.M.S)

St. Xavier's College, Kolkata

07/2019 - 06/2022

8.5 CGPA

Senior Secondary (Class XII)

Delhi Public School, Siliguri

04/2018 - 03/2019

93.8%

Secondary (Class X)

St. Joseph's School, Siliguri

04/2016 - 03/2017

91.4%

WORK EXPERIENCE

Head of Finance & Legal

AIESEC in Kolkata

02/2021 - 01/2022

AIESEC is the world's largest youth run organization and a global platform for young people to develop their leadership potential.

Achievements/Tasks

- Constructed and managed a budget of INR 50 Lakhs for the year 2021-22.
- Curated and implemented a reserve creation plan of INR 5 Lakhs.
- Implemented the finance and legal standards for AIESEC in Kolkata using various tools.

Sales & Operations Manager

AIESEC in Kolkata

02/2020 - 01/2021

Achievements/Tasks

- Responsible for **Sales & Marketing** of the Global Volunteer product.
- Lead a team of **20** and managed to onboard top universities of Kolkata for the GV Product.
- Managed to spark interest for the product in 150+ young individuals

INTERNSHIP

Joveo (11/2022 - 08/2023)

My role at Joveo was to handle the Sales of the company and onboarding different job board publishers into our network.

Spark Studio (08/2022 - 10/2022)

My role at Spark Studio was to handle the **Operational** part wherein I had to oversee the entire functioning of the online classes that were conducted.

ShopAgain (07/2022 - 07/2022)

Sales and Business Development Representative responsible for handling Indian and International **Shopify** clients.

Graphy by Unacademy (04/2022 - 06/2022)

Sales Development Representative managing UK Clients and onboarding them to the LMS solution provided by Graphy to increase their online presence.

Teks Mobile (02/2020 - 03/2020)

Data Research Intern where I was responsible for doing research work for companies doing international events and gathering data for the same.