

EDUCATION			
	of Commerce Narsee Monjee College of Commerce and Economics, Mumbai	2023	7.67/10
	ry Certificate Exam Narsee Monjee College of Commerce and Economics, Mumbai	2020	87.23%
	d Examinations Lakshdham High School, Mumbai	2018	94.33%
	CHIEVEMENTS		
	verall rank of 9th out of 246 students in the ICSE board examinations - Lakshdham High	n School	2018
	R INTERNSHIP		
	rivate Limited, Sales Intern (International Sales) 2 months (A	April '25 –	June '25)
	Designed launch strategy for Hindalco's 30-acre Thane land parcel, targeting ₹10000	_	
Strategy and	• Formulated product mix of 2084 units (~₹3083 Cr), benchmarking past projects to e		_
Planning	Analyzed 7+ competitor launches by benchmarking local absorption trends rang	ing from 20	0% to 100%
36	• Developed a ₹25 Cr, 3-phase funnel (Warm-up, EOI and Launch) with VR, geo-fenc		
Marketing and Positioning	• Benchmarked 8+ Grade A developers (Lodha, Oberoi, Kalpataru, Raymond, +) on	pricing an	d branding
8	Proposed pricing schemes like buyer-assurance and limited-period projected to lift of	conversions	by 15-20%
Consumer	• Recommended CX interventions like sensory touchpoints , etc. to increase booking	conversio	n by ~20%
Behaviour	• Digitized the EOI process through CRM dashboards, targeting 1200 EOIs with a	70% conv	ersion rate
Channel Partner and	• Planned channel partner engagements for 5000+ partners, segmented into 800 nea	r-site & 25	50 walk-ins
	• Structured sales strategies for a diversified sales mix of domestic, cross-market, NRI	I, and corpo	orate (ABG)
Sales	Built 5+ KPI dashboard tracking sales funnel velocity, EOI conversion and market	eting camp	paign ROI
PRE-MBA IN			
GMAS & Associ			ths (2023)
Audit Intern	• Prepared 6+ yearly audit documents for companies from 5+ industries including		
	Collaborated with the audit team to prepare the audit programme and plan to increase the ease of operations		
	• Calibrated audit risk of 10 client companies by sampling, generating reports for	_	
	Identified and implemented key trends impacting financial statements to improve stakeholder usage		
	• Prepared 7+ peer review related documents to maintain audit documentation for int		-
FNTDEDDEN	 Verified payments of Statutory Liabilities by client companies, i.e. Provident Fund, ESI EURIAL EXPERIENCE - ZOET 		020-2022)
Business	Leveraged culinary skills to develop and execute a home bakery business special	•	,
Development	 Devised a business plan with growth strategies entailing gross profit margin of 40% with 	_	
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Sales and	■ • Grenerated Sales of Rs. 50.000± serving bu± customers all over Milmbal I	Metropolii	
	• Generated sales of Rs. 50,000+ serving 60+ customers all over Mumbai N • Achieved 100% month-on-month organic growth utilizing word-of-mouth mark	-	tan Region
Growth	• Achieved 100% month-on-month organic growth utilizing word-of-mouth mark	keting in th	tan Region ne first year
Growth Strategy	 Achieved 100% month-on-month organic growth utilizing word-of-mouth mark Managed all aspects of business including operations, customer service, marketing 	keting in the and pricin	tan Region ne first year g products
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Feedback and retention SOCIAL LIVE Social Impact POSITIONS O BITSOM Admissions BITSVertise - Marketing Club (General Secretary) BITSOM Business Conclave&Fest Rotaract Club Student Council	 Achieved 100% month-on-month organic growth utilizing word-of-mouth marked Managed all aspects of business including operations, customer service, marketing Increased customer base by 200% over 3 years by ensuring 100% on-time delivery. Enhanced retention of repeat customers by 100% by establishing ways of collecting of Achieved an overall rating of 4+ stars and consistent positive feedback by PROJECT – A.T.E. CHANDRA FOUNDATION Analysed 15+ NGOs to assess funding models, resource allocation & NGO pare Transcribed and synthesized 10+ NGO discussions, creating structured insights with time Recommended improvements in leadership and resource allocation to street FRESPONSIBILITY & EXTRA CURRICULARS Conducted 250+ profile evaluations; mentored 8+ applicants providing tailored guidance Collaborated with admissions team to design & deliver onboarding process for 150+ incomposition of the conference of the club, spearheaded strategy, operations & 7+ flagorated anational case competition with participation from 5+ premier B-schools Orchestrated a CX workshop in collaboration with a leading paint company, with 30-Forged external stakeholder partnerships to strengthen industry engagement of Spearheaded outreach to 30+ B-schools & firms, driving record external participation and Directed speaker promotion campaigns (social media, podcasts, event teasers) boosting Orchestrated cross-committee coordination - 5+ teams & 30+ volunteers ensuring seaming - Assisted as part-time teacher to 100+ students of second and third grade of a munical Organized a sanitary napkin distribution drive in 2 underdeveloped parts of we Educated ~25 women on menstrual hygiene and the use and disposal of saning Won election for the Head Girl of the Student Council by campaigning to 1000 students 	seting in the and pricin ry and cust feedback por y >95% contracts the stamped against	tan Region ne first year g products omisations ost delivery ustomers 2024 oportunities action items GO health ack ints con its nent ach pool bai pool bai nes cool bai cool bai 2019 ns cool bai 2016
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