



NAVEEN R
24 YEARS, MALE

ACADEMIC DETAILS

MBA(HUMAN RESOURE)	2018-2020	Jaya Engineering College	76.4% (2 nd in department)
BA	2018	J.H.A Agarsen College	77.8% (1 st in University)
Class XII, State Board	2015	VHSS	77% (Physics: 172; 2 nd in class)
Cass X, CBSE	2013	VSSS	7.6/10

ACADEMIC ACHIEVEMENT & AWARDS

- Graded **89.1%** for **Employee Management** conducted by **IE Business School, Spain** 2020
- Graded **80%** for International B2B Human Resource Assessment conducted by **Yonsei University, China** 2020
- Certified **Business Communications** by **HP** 2020
- Certified Advance-Excel by **Tata Steel** 2020
- Successfully completed Strategy Consulting-**Understanding Employee Needs**(Specialization) conducted by **Boston Consulting Group** 2020
- Best **Employee/Management Coordinator** in B2B sales recommended by marketing & HR manager(geniSIGHTS Pvt Ltd) 2020
- Member of **Harvard Business Review** from India to participate in Marketing/Human Resource Research Projects 2020
- Awarded **Order of Merit** by **Times Group** for outstanding performance in **sales and marketing** 2019
- Top **10** participant(Business Plan) in Quest'19, **SRM School of Management** 2019
- Ranked **1st** in University Exam, conducted by **University of Madras** 2018
- Ranked **1st** in overall college 2018
- Awarded **top performer** by NCC for outstanding performance in camp 2017
- Ranked **1st** in Government Technical Examinations conducted by **Govt. of TamilNadu** 2013

WORK EXPERIENCE

BUSINESS DEVELOPMENT ASSOCIATE

BYJUS

JUNE 2020-PRESENT

- Individual contributor, high performance environment that emphasizes on spreading the BYJU's unique way of learning in my region
- Start with contacting potential customers (parents and students) to set up meetings, counsel the students on learning pedagogies and the BYJU's personalised learning journey.
- Hybrid model of sales worked both inside-sales and direct-sales.

INTERNSHIP & KEY ACADEMIC PROJECTS

WINTER INTERNSHIP

geniSIGHTS Private Limited

December 2019-March 2020

- geniSIGHTS has founded an alumnus of IIT Madras which has developed and marketed products in retail, etail, travel, finance, telecom
- Collaborating with the marketing manager, internal teams, clients, partners on marketing strategy, identify best **Human Resources practices**
- Project- A Study on Effective Human Resources Management in B2B**

SUMMER INTERNSHIP

The Times of India

June 2019-August 2019

- The Times of India is an Indian English-language daily newspaper owned by times group. It is third-largest newspaper India
- Meeting with employees to gauge the utility and viability of prospective working relationships. Settling employee' concerns in a swift and professional manner.
- Project- Employee Promotion of Times of India**

POSITIONS OF RESPONSIBILITY

- Captain**, CEO in the house event conducted by **University of Madras** 2019-2020
- Head**, Research Team, IBSEM'19-Conference at **SRM School of Management** 2019-2020
- Placement Coordinator** for the 2018-2020 batch, Dept of Management Studies, JEC 2019-2020
- College Representative**, International Conference on Science, Engineering & Technology, **VIT University** 2018-2019
- Member**, Academic Review Committee for the 2018 batch, Dept. of Management Studies, JEC 2018-2019
- Employee Relation Executive**- Human Resource Department, **TOI** 2018-2019

EXTRA CURRICULAR ACTIVITIES

- Rewarded **Startup-HR Relations experience**, competitor analysis by **Sydney School of Entrepreneurship, Australia** 2020
- Published **4** research articles in **International & National** Conference across the country 2020
- Member** of **UN Volunteers** for contributions in **Economic Empowerment** activities 2020
- Participated-**Communication and Interpersonal Skills at Work** conducted by **University of Leeds, United Kingdom** 2020
- Successfully completed **Branding/Productive Management** Assessment conducted by **IE Business School, Spain** 2020
- Awarded **Best Presentation** for contribution in contemporary issues and challenges activities 2019
- Participated in **Business Plan** at National Level Management Meet of **SRM School of Management** 2019
- Winner** of multiple essay writing competition in **State Inter-College** fests 2019

OTHER INTERESTS

- An Avid reader of **comics** as Tintin, Pirates of Carbirran
- Creating a blog; analysis prominent matters