



PROFESSIONAL EXPERIENCE		21 MONTHS	
Cochlear India	Management Trainee	Jul 19- Jan 20	
Responsibilities	<ul style="list-style-type: none">Created strategy to drive sales numbers in Vidarbha and Chhattisgarh region as Recipient Services ManagerEngaged with 130 untapped customers to identify actionable needs and map overall potential of the territoryCollaborated with channel partners to drive demand through activations across clinics for brand visibilityRolled out after sales funnel on Salesforce for overall team to convert leads into sales through counsellingGathered market intelligence and developed strong base of new stakeholders to grow market in new areasPlanned and conducted product counselling sessions for cold opportunities to convert them into hot leadsEnsured timely collection of payments for supplies to maintain the order processing time below 24 hours		
Cochlear India	Summer Internship: Pre-Launch for Baha 5 product portfolio for Cochlear India in Mumbai		
Responsibilities	<ul style="list-style-type: none">Facilitated the execution of Controlled Market Release for launch of new product segment (Baha) in MumbaiCompleted 157 meetings and devised prioritization matrix for surgeons based on overall practice and interestGauged the feasibility of ENTs to be future Baha surgeons and sensitized 124 surgeons with launch timelinesCo-ordinated with various stakeholders of Cochlear and external clinics/hospitals to facilitate 7 patient trials		
Achievements	<ul style="list-style-type: none">Awarded Pre-Placement Offer for demonstrating exceptional performance during Summer InternshipGenerated sale of 4.2 lakh INR by managing end to end process of onboarding candidate and new clinicsCreated a Standard Operating Procedure for Baha 5 Trial to be used by all Sales Managers across India		
Cochlear India	Winter Internship: Assess the opportunity for Bone Conduction/Acoustic Solutions in Mumbai region		
Responsibilities	<ul style="list-style-type: none">Conducted exploratory market research to understand the current market state for conductive hearing lossEstimated the opportunity for new product portfolio based on the field work by meeting 25 stakeholders		
Cognizant Technology Solutions	Programmer Analyst	Feb 16- May 17	
Responsibilities	<ul style="list-style-type: none">Provided understanding and resolution of tickets for platform support based on application, server failuresCarried out the responsibilities of Single Point of Contact for resource, training details of overall India teamServed as Incident specialist to provide first response to users, rerouted the tickets based on ticket analysisPresented knowledge transition to client on incident management and service request management tool		
ACADEMIC QUALIFICATIONS			
Degree	Institute/University	%/CGPA	Year
Master of Management	SJMSOM, IIT Bombay	6.84/10	2019
B. Tech (Comp. Sci)	Government College of Engineering, Amravati	7.93/10	2015
Class XII (Maharashtra)	R.L.T. College of Science, Akola	85.50 %	2011
Class X (Maharashtra)	Holy Cross Convent, Akola	90.30 %	2009
ACADEMIC DISTINCTIONS & CO-CURRICULAR ACHIEVEMENTS			
Academic Excellence	Selected for the International Exchange Program at KU Leuven University Belgium		2018-19
Professional Certifications	Successfully completed Product Management by Evan and Cole course from Udemy		2020-21
	Certified in User Experience: Digital Skills by Accenture from Future Learn		2020-21
	Successfully completed Certification in Digital Atelier in Basics of Online Marketing		2019-20
	Certified in Google Ads Search, Google Fundamentals and Google Analytics		2019-20
	Certified in Introduction to Consumer Neuroscience & Neuromarketing - CBS Coursera		2019-20
Author	Selected out of 809 nominees for publishing a story on Care-Nx startup at AIM2Flourish		2018-19
POSITIONS OF RESPONSIBILITY			
Member, MarkTrix Club SJMSOM, IIT Bombay	Organized the Marketing Continuum, a rolling seminar series, hosting 9 industry stalwarts		2018-19
	Organized and promoted BrandStruck'18 generating 1552 views to increase visibility		
	Designed Mark-Set-Go, the annual magazine by MarkTrix and managed Instagram account		
	Mentored 115 juniors by conducting marketing sessions, GD's and panel interviews		
Co-Founder, E-Cell, Government College of Engineering, Amravati	Conducted 6 competitive events for 400 students from Amravati district- Kautilya Fest		2015-16
	Led a team of 20+ members for budget allocation, and audit as the Administrative Head		
	Worked as Public Relations forum head to conduct 6 entrepreneur interactive session		
EXTRA CURRICULAR ACTIVITIES & INTERESTS			
Google Students Program	Publicized all the events conducted by Google Students Club on campus as Publicity Lead		2014-15
Avenues Member	Co-ordinated with 7 eminent speakers for the Global Leadership Summit- Alankar Series		2017-18
Ed-Support - NGO	Mentored 7th class students in English by visiting shelter homes under Make a Difference		2016-17
Anchoring	Hosted a speaker event by Brett Lee on hearing loss awareness with footfall of 900 people		2018-19
Recognitions	Won 1st prize for Duet Discussion (Oratory Debate Competition) under Mudliyar Trophy		2012-13
	Secured 2nd position in Prajwalan Times an event in Prajwalan'14 - National Level Tech Fest		2015-16
Key Skills	Customer Analysis, Sales and Marketing, UX, Analytics, SQL, Python, MS Excel, PowerPoint, Tableau		