



VARUN KUMAR

CONTACT INFORMATION/ PERSONAL DETAILS

Permanent Address : A-16 Jeevan Park Uttam Nagar, New Delhi
Mobile : +91 9810990637
Email : ranavarun874@gmail.com
Date of birth : December 19, 1995

CAREER DRIVER

A diligent and organized individual seeking an Entry-level position in the field of Project Management. Skilled at developing reports, analyzing data, and identifying solutions. Strong ability to handle complex projects. Innovative, creative, and willing to contribute ideas and learn new things

PROFESSIONAL GOAL

To pursue my carrier in **Marketing** in the Business Development profile.

ACADEMIC QUALIFICATIONS

Year	Degree	Institute / University/Board
2018-2020	P.G.D.M. (Post Graduate Diploma in Management in Marketing and International Business)	Successfully completed PGDM from New Delhi Institute of Management in August 2020 with CGPA score of (7.11)
2014-17	B.A. English Honors	Successfully completed Bachelor of English Honors from Delhi University in September 2017 (50.72%)
2014	AISSCE (CBSE)	Pragati Public School (60.40%)
2012	Matriculation	Sumermal Jain Public School, New Delhi (66%)

INTERNSHIP/ON THE JOB TRAINING

2019

- Completed two months on the job training in **Maplegraph Solutions Pvt. Ltd.** as **Business Development Trainee** (From 1st May 2019 to 30th June 2019)
- Developed a strong knowledge about IT services and IT sales.
- Built loyal client base by working relentlessly to resolve problems and improve customer satisfaction.
- Provided effective demonstrations of QueueBuster, so that customers understood how to use each feature Created communication strategies to meet client objectives and delivered data driven pitches.
- Delivered an exceptional level of service to each customer by listening to concerns and answering their queries.
- Resolved conflicts and negotiated agreements between parties in order to reach win-win solutions to disagreements and clarify misunderstandings.

2018

- Completed one month internship at **Zykoon Technologies**, Gurgaon as Integrated **Marketing Communications Intern** (From November 21– December 21, 2019)
- Developed exceptional attendance record with special attention to punctuality and preparation to work upon arrival.
- Worked with IT professionals and lettered a lot about IT corporate sales while pitching sales for ARRIVD.
- Protected company reputation and built loyal client base by working relentlessly to resolve problems and improve customer satisfaction.
- Travelled more than 5000 Km across 2 states 15 different cities to execute Vishaka pilot project.
- Interacted different media channels and provided them with accurate information about the project Conducted analysis on the survey results collected from various colleges which led to execution of project.

SKILL SETS

A proficient orator, confident, focused, and mature individual with a calm mind. 'Creative head' on my shoulders that contradicts my experience. A team player and most importantly, willing to learn. Passionate about wanting to succeed in the Media industry in the field of advertisement.

ACHIEVEMENTS/EXTRA CURRICULAR ACTIVITIES

- Name was highlighted in News Headlines of major newspaper like Danik Bhaskar, Dainiki Navjyoti as a specialist in Vishaka project.
- Participated in Marketactics and various Marketing events.
- Directed and Scripted Nukkad Natak
- Won 2nd position in Skit a tale
- District level Cricket player