

## RESUME

SHWETA JHA

Date of Birth – 31/01/1985 | Marital Status – Married | Mobile: +918010330110

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### Academic details:

B.Sc. in Biotechnology from Institute of Applied Medicine and Research, Ghaziabad. CCS University.

MBA in Marketing from CMR Institute of Technology, Bangalore. VTU.

### CORE COMPETENCIES

- Report/module writing. Secondary and Primary research (according to questionnaire).
- New product launch and branding.
- Project Management: Imagination and initiation, definition and planning, designing and research, implementation, management and control and after work analysis. Preparing questionnaire.

### TEACHING AND TRAINING EXPERIENCE

**Year Aug'19 to Dec'19:** Worked as Assistant Professor and taught General Management, Business Communication and PDP to MBA and PGDM students.

**Year 2014 to 2015:** Was involved in Pradhan Mantri Kaushal Vikas Yojana as trainer/counsellor for two consecutive batches under the guidance of Sewa Bharti. Also, was involved in Matrimandal Sanghatan to enhance the confidence of women from BPL category and to realize them their value towards society. I was a part of 7 days program where my work was to conduct class everyday based on personality development and to get them confidence about their value, importance and place in society.

**Year 2010:** Was involved in science club for 1 year and tutored class 6th, 7th, 8th and 9th and in RSS established, CBSE affiliated school "Jaigopal Garodia Rashtrorothana Vidya Kendra. Assistant to get them existence in interschool science exhibition by winning them 3 awards which they couldn't have achieved in last 5 years.

**Year 2005 to 2007:** Tutored class 7th and 8th for maths and science during my under graduation.

### CORPORATE EXPERIENCE DETAILS

HCL Healthcare as consultant :

March 15, 2018 – July 30, 2019.

Infocom Network Ltd. :

Oct 10, 2015 – April 2017.

In tradeindia.com as Area manager for International Sales:

Su-Kam Power System Pvt Ltd :

July 15, 2013 – Sep 2015.

Area Sales Manager (Channel Sales)

*(Won a reality show "Sales Ka Bazigaar" aired on EVT-UP(India) from April 1, 2013 to July 15, 2013 and was appointed as Area Sales Manager by Su-Kam Power System Pvt Ltd on 15<sup>th</sup> July 2013 as a reward.)*

RS Components :

Dec. 17, 2012 – March 31, 2013.

Marketing Executive (Based on B2B Sales)

LifeCell International Pvt Ltd. :

Nov. 21, 2011 - Dec. 10, 2012.

Business Development Executive (Based on B2C Sales)

### PROJECT WORK

Project programme with "**Frost & Sullivan India Pvt. Ltd.**" "The Analysis of Emerging Vaccine Market in India"

**PROJECT DURATION – Dec.21, 2010 to March 11, 2011.**

**PROJECT DETAIL:** Project work was all about analysing the Emerging Vaccine Market in India where all the important companies manufacturing vaccines in India and the total market size of vaccines market and the market size of individual company manufacturing vaccines in India needed to be analysed through Secondary and Primary Research. Also, Project work needed the analysis of CAGR of last 5yrs. and for next 5yrs of each company focused for the project. Total 11 no of companies had been focused for this study.

## **SOCIAL WORK CONTRIBUTION**

### **Sewa Bharti**

**Since March 2014**

#### **As Volunteer**

**Kaushal Vikas:** The motive is to enhance the skill of youth depends on their interest. Worked with the support of Indraprasth Engineering College, Sahibabad, Ghaziabad.

Courses: Electrician, Refrigeration and Air Condition, Computers and Personality Development.

Work Profile: Strategy Making, Coordination with team, college and students.

**Sanskar Kendra:** For children belong to BPL category and lie in age group of 8 to 15. The motive is to increase strong moral values and life discipline.

**Matrimandal Sangathan:** For women empowerment, conducted 7 days residential personality development program to women from BPL. The motive was to build confidence.

### **GIWA - Parmarth Niketan, Rishikesh.**

**June 1, 2017 – Nov. 10, 2017**

#### **As Volunteer**

GIWA is an organization which in association with UNICEF, working to make world aware about Water conservation, Sanitation and Hygiene.

- I have worked with GIWA(Global Interfaith WASH Alliance) as volunteer for 2 months in several projects:
  - Swachh Bharath Campaign: Worked as assistant to GIWA team for making Uttarakhand the ODF state under government rule of SBM. Involved in survey and visited many villages.
  - Was involved in **“Wash on Wheel”** campaign to make people aware for our environment conversation, Water Conservation(especially to keep Ganga clean) and ODF surrounding. This was done with the puppet shows during kaward yatra in Rishikesh and was conducted for a week.
- **Water School Project:** Was also involved in Water School Project in association with Swarovski Group. Making every poor school the water school and facilitating them with all the necessities. Also, making children aware of water conservation with the help of some play /sports.
- **Medical Camp:** Conducted medical camp during kaward yatra to serve pilgrims.
- **Women empowerment:** Conducted small 2 days program for village women and made them to come ahead and speak in public. The motive was to build confidence in them.

## **ACHIEVEMENTS**

- Won a reality show “Sales Ka Bazigaar” aired on EVT-UP(India) from April 1, 2013 to July 15, 2013 and was appointed as Area Sales Manager by Su-Kam Power System Pvt Ltd on 15th July 2013 as a reward.
- Appreciation Certificate for winning 3rd position in Operation Management test in Management fest at Acharya College of Management, Bangalore, India.
- Appreciation Certificate for Co-ordinating Hindi Quiz in Hindi fest at CMRIT College, Bangalore, India.
- Gold Medal as a First Prize for winning the debate held in PT Education (an educational centre for the preparation of several management competitive exams), Aurangabad, Maharashtra, India.
- First prize for winning the Science Exhibition for preparing “Biological Soap” in 10th class in Ludhiana, Punjab, India.

### **Others:**

- Actively worked with “Youth For Sewa”(an NGO provides voluntary help to the poor people and the children of different orphanage.) for one year during earning my MBA qualification.
- Participation prize for National Paper Presentation at R.V. College of management, Bangalore.
- Participation prize for Management fest at Acharya College of Management, Bangalore.

- Appreciation Certificate for Co-ordinating the Hindi Quiz in Hindi fest at CMRIT College, Bangalore.
- Participation prize for Science Exhibition on the topic “Nicotine Extraction” and “Micro propagation” at IAMR, Ghaziabad.

**Date –**

**Place –**

**Signature**