



**AKSHAY DEB ROY**  
**PGDM – MARKETING AND HR**  
Bhavan's Usha & Lakshmi Mittal Institute of Management (BULMIM)  
New Delhi

## **CAREER OBJECTIVE**

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To build challenging and dynamic career in professional organization where I would be able to enhance my potential and can implement my knowledge and skills for the growth of the organization.

## **EDUCATIONAL QUALIFICATIONS**

Degree/ Examination	Institution/University	Year of Passing	Performance
PGDM	Bhavan's Usha & Lakshmi Mittal Institute of Management (BULMIM)	2020	7.1 (CGPA)
B.Com (Hons)	Royal School of Commerce (Royal Group of Institution), Guwahati	2017	60%
H.S.SL.C. (Commerce)	Don Bosco Senior Secondary School, Guwahati	2014	82%
H.S.L.C.	Don Bosco High School, Guwahati	2012	7.6 (CGPA)

## **AWARDS & ACHIVEMENTS**

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- Achieved 1<sup>st</sup> position in All India Camel Colour Contest, 2002.
- Participated in Cancer Awareness Programme, 2005.
- Achieved 2<sup>nd</sup> position in All Assam Painting Competition Organized by Indian Oil, 2005.
- Participated in U-14 Inter School Cricket Tournament, 2008.
- CBSE cluster Basketball Championship, 2010-2014.

## **WORK EXPERIENCE**

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- **Summer Intern at Diviniti-Divus E-Commerce Limited. (May 2019 - June 2019)**
  - Worked as a sales intern to know about retailer's as well as customer's perception towards Divinity.
  - Market research of near about 150 outlets for better understanding the market and to know different factors responsible for low sales.
  - Introduced some ideas for customer satisfaction and more revenue generation.
- **CSR Intern at Prayas Observation Home for Boys. (Sept. 2019 - Oct. 2019)**
  - Had been to several visits as a part of Corporate Social Responsibility activities to examine various factors, such as: the psychology of the juveniles, the existing rehabilitation practices at juvenile homes, checking the conducts of officials towards juveniles and understanding the emotional state of the juveniles.

## PROJECTS UNDERTAKEN

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- **Diviniti** (May 2019 – June 2019)
  - A project was submitted as a Summer Training Report of Diviniti-Divus E-Commerce Ltd., with a thorough and calculative analysis of the past and present trends.
- **Bottom Of The Pyramid Project ( BOPP )** (Sept 2019 – Oct 2019)
  - A project titled “An Observational Study at Prayas – Juvenile Aid Centre” was completed and presented, which shows a basic analysis of what we did for social cause, working with NGO.
- **Dissertation** (Dec 2019 – Jan 2020)
  - A project titled “A Study on the impact of Online Shopping Sites on Physical Stores with Special Reference to Delhi” was submitted for a better understanding of the market.

## BUSINESS & COMPUTING SKILLS

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- Tally ERP 9.
- MS Office – Excel, PowerPoint, Word.

## POSITIONS OF RESPONSIBILITY

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- Appointed as Captain of my school Cricket team (2008)
- Appointed as Captain of my school Basketball team (2012)

## PERSONAL DETAILS

Date of Birth:	20 October, 1994
Gender:	Male
Nationality:	Indian
Languages Known:	English, Hindi, Bengali and Assamese
Email ID:	akshaydebroy1994@gmail.com
Contact Number:	+91-8724934411

I hereby declare the above mention details are true to the best of my knowledge and belief.

**Date:**  
**Place:**

(Akshay Deb Roy)