

# Madhavi Bhoyar

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EDUCATIONAL QUALIFICATIONS			
PGDM	IIM Indore	2.70	2016
B.E (IT)	Fr. Conceicao Rodrigues College of Engineering	70.33%	2012
Class XII,HSC	D. G. Ruparel College of Arts, Commerce and Science	79.17%	2008
Class X,SSC	St. Teresa's Convent High School, Mumbai	86.40%	2006
ACADEMIC & CO-CURRICULAR ACHIEVEMENTS			
▪ <b>Lean six sigma greenbelt</b> by Exemplar Global and Benchmark Six Sigma			2015
▪ Selected in <b>Top 13 out of 300+</b> teams across IITs/IIMs for developing marketing strategy for Dineout (Times Internet Company)			2015
PROFESSIONAL EXPERIENCE		24 months	
Tata Consultancy Services , Mumbai		System Engineer	Sept '12 – Sept '14
Roles and Responsibilities	▪ <b>Developed</b> automated data-warehousing procedures for SEBI in SAS DI, PL & SQL to record and execute the stock exchange trade transactions; reduced the run-time by 26% over the 2 months ▪ Troubleshoot a major bug & implemented <b>intermittent solution</b> with to help client execute <b>daily trades uninterrupted</b> ▪ <b>Only person</b> to have rights to access(read/write) & deploy codes in production environment in the entire team		
Achievements	▪ Received the <b>"Best Team"</b> award across TCS for outstanding contribution and being a role model to colleagues ▪ Received <b>Letters of Appreciation from client</b> for effective contribution for development and support activities		
INTERNSHIPS			
Paytm, Mumbai		Business Development	Apr '15 – May '15
Roles & Responsibilities	▪ Responsible for fostering <b>Alliances</b> between Paytm and trade organizations to onboard individual entrepreneurs ▪ Responsible for the entire process of generating lead to signing Memorandum of Understanding with the organization		
Achievements	▪ <b>Closed alliance with 6</b> in 2 months including Social enterprises, NGOs and other trade bodies against the <b>target of 2</b> ▪ Onboarded <b>120+ individual entrepreneurs</b> through a trade body in villages; <b>news covered</b> by multiple <b>national dailies</b> ▪ Received <b>Letter of Appreciation</b> from <b>Vice President</b> , Business and Operations, Paytm		
PROJECTS			
Academic Project	<b>Asian Paints – Sales and Distribution Management</b>		
	▪ Studied sales and distribution channel for Asian Paints and identified improvement areas to increase efficiency		
Live Projects	<b>Acacia Pharmaceuticals – Marketing Research</b>		Oct '14
	▪ Carried out primary market research on use of Whey Protein among active gymmers and trainers		
	<b>AfterTaste – Social Enterprise</b>		Dec '14
	▪ Analysed demand pattern and point of sales activities of the products like lamps, pen holder, etc to identify business development opportunities; Collaborated with retail stores like Bombay Stores to increase sales		
POSITIONS OF RESPONSIBILITY			
IIM Indore, Mumbai Campus	<b>Secretary, Vaakchaturya – The Communication Club</b>		Mar '15 – Feb '16
	▪ One of the 3 founding members of the newly established Club chartered to focus on in-campus literary activities ▪ Organized competitions like Mind Games, The Lone Survivor and activities to aid GD/Interview preparation		
Fr. Conceicao Rodrigues College of Engineering	<b>Administrator, Entrepreneur Cell</b>		Jun '11 – May '12
	▪ Influential in forming well-structured teams with focus on specific tasks ▪ Responsible for mentoring juniors (team of 7) in organising events at inter and intra collegiate level		
	<b>Jt Secretary, Rotaract Club</b>		Jun '10 – May '11
	▪ Co-led a team of 20 members to conceptualise, organise and execute the events during my tenure ▪ Organised a " <b>Goodwill Run</b> " – a mini marathon which was awarded <b>"Crown of the month"</b> by Rotaract District		
	<b>Member, Core Committee of Entrepreneurship cell</b>		Jun '10 – May '11
	▪ Instrumental in organising an idea generation workshop by Prof. Joshi (Principal of Agnel Technical College) & seminar on Entrepreneurship Development by Dr. T. Prasad (faculty in NITIE, Mumbai) ▪ Organised a workshop on Johari Window for 100 participants with the help of management game		
EXTRA-CURRICULAR ACTIVITIES			
B-School Events	▪ <b>Finalist</b> in Schneider Smart City Competition of IIM Bangalore's business fest amongst 45 teams across b-schools		
Sports	▪ <b>Winner</b> in VJTI (2012) and <b>Runner up</b> in VJTI and UICT inter collegiate football tournaments held in Mumbai		
	▪ <b>Runner up</b> in 400 metres race, 3rd place in 800 metres, 400 metres and 200 metres race(Intra-College Sports)		
	▪ <b>Winner</b> in long-jump, <b>Runner up</b> in badminton, <b>second runner up</b> in carom tournament (Intra- College Sports)		
	▪ Participated in National Level Football, Badminton Tournament in MIT, Pune		