

SANSKAR SINGH

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SKILLS SUMMARY

Tools/Platforms: MS-Office, MS-Excel, PowerPoint, Google Sheets, Canva, Power BI, Python, SQL

Power Skills: Business Communication, Negotiation, Adaptability, Sales & Lead Conversion, Strategic Thinking

WORK EXPERIENCE

INTRNFORTE | Bengaluru

Aug 2024-July 2025

Business Development Executive

- Led generation and conversion efforts in the form of driving student leads, which are directly related to monthly revenue.
- Had career counselling sessions to know personal objectives and match them with the appropriate academic programs.
- Controlled social media activity to increase brand awareness and interactions on important platforms.
- Worked together with internal teams to optimize marketing strategies and the overall lead-to-admission ratio.

INTERNSHIPS

MVM INDUSTRIES |Hosur, Tamil Nadu

Feb 2024 – Apr 2024

Deputy Plant Manager

- Supervised the activities of two production units, where there was smooth coordination of departments to facilitate smooth workflow and the delivery of targets in time.
- Manpower planning, scheduling of shifts and assigning tasks to achieve maximum utilization of resources and ensure high productivity rates.
- Observed quality control measures and put in place corrective measures to ensure that the company and safety standards are adhered to.
- Inventory control, movement of raw materials and finished products delivery are monitored to minimize bottlenecks and improve the efficiency of the supply chain.
- Prepared production data monitored daily goals and created performance reports to be reviewed by the management.
- Implemented production planning and process enhancement, which led to 1.5x average output increase and operational efficiency.

INTRNFORTE |Bengaluru

Sept 2023 – Jan 2024

Business Development Intern

- Assisted the business development team to find potential students and create a qualified lead pipeline with the help of strategic outreach.
- Helped in planning and conducting counselling sessions to make informed academic and career choices.
- Liaised with internal teams to facilitate communication between the marketing and operations, enhancing the overall conversion efficiency.
- Added to revenue growth through matching lead generation activities with institutional enrollment objectives.

VOLUNTARY EXPERIENCES/ COMMUNITY DEVELOPMENT PROJECTS

Helping Hands Non-Governmental Organization (NGO) Project

Jun 2023 - Aug 2023

- Worked with a social impact team on a community project called "Helping Hands" that was meant to serve the less fortunate and the elderly.
- Arranged tours to homes of the elderly to offer companionship, basic needs, and emotional care to the elderly.

EXTRA-CURRICULAR ACTIVITIES/CO-CURRICULAR ACTIVITIES

- Participated in 'Youth 20' consultation under G20 Summit 2023 as a Student Delegate.
- Participated in International Model United Nations Diplomacy Forum as a Delegate of WHO- Switzerland

EDUCATION

• **Lovely Professional University**

Phagwara, Punjab

Master of Business Administration –Business Analytics

Currently pursuing

• **Lovely Professional University**

Bachelor of Commerce – Management accounting and International Finance ; Percentage: 66.4% Jul 2019 – Apr 2022

Phagwara, Punjab

• **D.A.V Public School**

Intermediate Percentage: 87.8%

Gandhinagar, Ranchi

Jun 2018 – May 2019

