

EDUCATION			
MBA	BITS School of Management (BITSoM), Mumbai	2026	-
Bachelor of Dental Surgery	Manipal College of Dental Sciences, Manipal University	2020	3.92/4
Senior School Certificate Exam (CBSE)	G.D. Goenka Public School, New Delhi	2015	91.6%
Secondary School Examination (CBSE)	G.D. Goenka Public School, New Delhi	2013	9/10
LEAP Sumer Intern, Colgate Palmolive, India (Apr'25-May'25)			
Institutional Business Intern	<ul style="list-style-type: none">Developed Railway market entry strategy via 4 city visits, 100+ vendor interviews, and value chain analysisShortlisted 75/7000+ railway stations using demand estimation, supply mapping, and competitor benchmarkingConducted ₹80Cr+ pharma market sizing and piloted SKU kits using portfolio-fit and channel potential matrixIdentified 30+ regional FMCG brands for alignment through fit analysis and institutional landscape mapping		
WORK EXPERIENCE			
Assistant Manager, Growth and Collaborations – Voice of Healthcare, Gurugram, India (Jan'24-Apr'24)			
Key Achievements	<ul style="list-style-type: none">Secured ₹11L sponsorship from MoHFW, Taiwan for an academic exchange program for 7 Indian dentistsReached 10L+ viewers by leading 3 national healthcare awareness campaigns for Pfizer, DRL and ZydusAchieved an engagement rate of 26% pioneering the organization's virtual CSR column featuring Bajaj, RIL etc.		
Marketing Strategy & Implementation	<ul style="list-style-type: none">Attained 20% client conversion rate through 17+ targeted healthcare proposals for 50 industry stakeholdersImproved customer engagement by 70% by initiating and implementing an SOP for the virtual PR columnOnboarded 40 new event speakers for health campaigns by liaising with 100+ experts & Ministers, Gov. of IndiaGenerated 10L+ impressions and 49K views on 3 virtual platforms by moderating 10 healthcare campaignsDelivered 87% click-through rate & 85% engagement rate for MedTech Fortune 500 clients: Fujifilm etc.		
Associate Dental Consultant – Dental Peace Clinic, New Delhi, India. (Jan'22-Nov'23)			
Key Achievements	<ul style="list-style-type: none">Received a fast-track promotion from Junior Consultant to Associate Consultant within 5 months of joiningIncreased patient retention by 30% by proposing & executing a promotional campaign targeting patient traffic		
Strategy & Process Improvement	<ul style="list-style-type: none">Drove 18% increase in Y-o-Y growth by introducing procedure bundling via psychographic segmentationAchieved 13% cost savings through strategic partnerships with suppliers & implementing standard quality checksReduced patient waiting time by 20% by optimising appointment scheduling and managing space allocation		
Operations & Delivery	<ul style="list-style-type: none">Achieved 60% patient conversion rate by performing 1200+ consultations for 10 unique dental proceduresManaged a budget of ~3L through the procurement of 15+ dental materials, surgical equipment & medicines		
Junior Dentist – Naraina Dental Clinic, New Delhi, India (Jan'21-Sep'21)			
Process Improvement	<ul style="list-style-type: none">Enhanced customer satisfaction by 32% by customizing 70+ treatment plans through multifactorial analysisBoosted treatment adherence by 20% via counselling 40+ patients on tobacco cessation and oral health practicesYielded a revenue gain of 8% by determining pricing for 3 procedures through competitive benchmarking		
INTERNSHIPS			
Junior Resident – Sir Gangaram Hospital, New Delhi, India (PPO) (Oct'21-Jan'22)			
Clinical Duties	<ul style="list-style-type: none">Secured a Pre-Placement Offer (PPO) out of 10 residents as a Junior Consultant within 45 days of residencyImproved consumer experience by ~ 40% by conducting dental check-ups and adhering to 200+ hospital codes		
Observer – Family Dentistry & Dental Specialists Group, Orlando, U.S.A (Nov'20-Dec'20)			
Clinical Duties	<ul style="list-style-type: none">Shadowed international dental professionals for 120 hours & successfully applied knowledge in 25 case discussionsNetworked with 10+ dentists and dental hygienists, gaining insights on the USA healthcare industry landscape		
ACADEMIC ACHIEVEMENTS			
<ul style="list-style-type: none">Secured 2nd rank in the Colgate Transcend Commercial Track 2024, earning a cash prize of ₹2 lakhs and a Pre-Placement Interview			
Core Committee Member – BITSoM Consulting Club (Aug'24-Present)			
Committee Member	<ul style="list-style-type: none">Recruited as 1/12 core team members from a pool of 158 potential candidates & assisted the cohort via eventsOrganized club's first case competition, attracting 100+ registrations across the 50+ B-schools across india		
Organizing Committee – 1 st Student Conference of Research in Education (Jan'17-Feb'17)			
Core Committee Member	<ul style="list-style-type: none">Managed logistics for 425 attendees nationwide for the college inaugural conference for undergraduate dentistsSupported participants by addressing 50+ queries, and maintained 100% satisfaction rate amongst them		
Team Coordinator – Direction In Society for Human Awareness (DISHA) (Aug'16-Aug'17)			
Team Coordinator & Mentor	<ul style="list-style-type: none">Trained 70+ children in general & oral hygiene techniques by volunteering for DISHA events at an OrphanageCoordinated 80 students with 2 faculties for effective delivery of hygiene education, ensuring individual attention		
EXTRACURRICULAR ACTIVITIES			
Hackathons & Competitions	<ul style="list-style-type: none">Awarded ₹5K out of 75 participants for problem identification & AI prototype development at MAHE Hackathon'17Won Hacking Dentistry Competition among 30 teams by providing a tech-driven solution to a dental sector issueShortlisted from 100+ applicants for a Maruti Suzuki Business Competition to pitch a novel AI device for funding		
Research	<ul style="list-style-type: none">Co-authored a research paper by analysing 225 participant questionnaires across 3 countries and 15 prior studies		
Cultural	<ul style="list-style-type: none">Awarded first position among 75 participants in the annual college Fashion Show competition held in 2020		
Sustainability & Social Impact	<ul style="list-style-type: none">Secured an A grade in environment awareness activities & exams for UN-supported Global Warming ProgramsRaised money through on-ground sales of 200+ tickets for DISHA's donation drives and fundraising events		

