

Motivation Letter

Masters in TU Bergakademie Freiberg

I am Pallavi Chand from the vibrant city of New Delhi, India, with more than two years of team leader experience in Byjus, Think and Learn Private Limited. The desire to pursue An MBA (Masters in International Business and Resources in Emerging Markets) from your prestigious university emerges from my goal of learning leadership and international business domain.

I am an engineer with a bachelor of technology in electronics and communication from Subharti University, Meerut. After completing my degree, I invested myself in teaching underprivileged kids while preparing for Government exams. My passion always lay in the business sector, therefore I joined Policy Bazaar as a Sales associate consultant, there I learned the importance of communication with customers, and understanding their needs. I demonstrated an exceptional skill in resolving customer queries, and understanding of the product, and market trends. In 2020, due to corona and the sudden demise of my mother, I was not capable enough to perform up to my abilities. Due to that, I had to leave my job and give all my attention to the well-being of my family. While bearing such a huge loss, I learned the importance of hard work and diligence.

In 2021 I joined Byjus, Think and Learn Private Limited as a sales associate. I showed high diligence and commitment and that led to me being promoted to team leader of a sales team in September of 2021. Where I managed a team of 8 sales representatives. My job included providing leads, taking follow-ups from customers, teaching the team about the products, and presetting performance reviews.

While working there I realized that there are aspects of the business that I could not learn while working in industry. To fast-track my career in the business sector, I realized I had to learn other aspects of business which was not possible in my job.

Therefore, I decided to pursue an MBA specifically in international business because I wanted to learn how businesses change due to political geography as well resource management in micro and macro scales. As I am from India, one of, if not the biggest emerging markets, I learned that the importance of sustainable growth keeps environmental impact a priority. Which is aligned with the theology of this course.

I also aspire to hone my soft skills in interpersonal organizational communication as well as the ability to find solutions to problems as a team leader. This program would help me learn all this and much more. I strongly feel that your university is the place for me to take this next step in my career trajectory.