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**08D10030**  
**UG Fourth Year (Dual Degree)**  
**Male**  
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Examination	University	Institute	Year	CPI/ %
Graduation	IIT Bombay	IIT Bombay	2011	8.1
Intermediate/+2	CBSE	Christ Senior Secondary School, Guna	2007	90.00
Matriculation	CBSE	Christ Senior Secondary School, Guna	2005	87.60

## Industrial experience

**Dover Corporation-Pump Solutions Group, Sales and Marketing, Chennai** *May-Jul, 2011*

- Estimated the **potential market** for Envirogear, a yet to be launched product in India including its major competitors and market share
- Visited more than **50 factories** across the country to increase the brand awareness and identified the applications where Envirogear can be placed
- Initiated the concept of 15 days trial period to give the customers hand on experience
- Drafted a proposal on market demographics for top potential customers
- Proposals have been accepted and will soon be **implemented** by the General Manager

**Recharge123.com, Mumbai** *May-Jun, 2010*

*Dotcom Services Pvt. Ltd's new venture, an online mobile recharge portal with addition incentive of retail promotional coupons*

- Revitalized marketing strategy for introducing the product to potential partners and customers
- Conceptualized and executed the **online and social media** promotion of the start-up at initial stages

## Community service

**Teach For India, Selection Team, Mumbai** *Feb-Apr, 2011*

*NGO- Working towards educating the under-privileged and bringing about educational equity*

- Revitalized the volunteer recruitment and training program to better assist the Fellows in schools
- Successfully **conducted recruitment** of more than 100 fellows across Mumbai and Pune

## Position of Responsibility

**Manager, E-Cell, IIT Bombay** *March 2010-Feb 2011*

*Formed and led a 2-tier team of 50 volunteers to conceptualize & execute the publicity of E-Cell initiatives in 600 colleges across India and 100 Universities abroad*

### Initiatives

- Devised branding strategy for Opinate, Pitch it and E-Garage, a first of its kind initiative for IIT Bombay Students engaging over **2600 participants**
- Forged alliances with Board of Innovation (Belgium) & iWeekend (Spain) to conduct unorthodox workshops, elevating the Entrepreneurship Summit'11 to a global platform

### Achievements

- Raised funding worth **INR 1.8 crore** for 2 start-ups through investor pitch in E-Summit'11
- Received recognition for Eureka! by **Thomson Reuters**, as Asia's largest business plan competition in terms of participation
- Revolutionized the PR campaign for E-Summit by associating with more than 25 media bodies & 24 incubation centers ; 900 participants, **100% YOY** growth
- Set up networking channels across 10 nations comprising universities, international embassies and global organizations like TIE, AIESEC and PAN IIT Alumni Association

## Hostel Music and Dance Secretary

Apr 2009-Mar 2010

- Revamped intra-hostel music and dance events by initiating pre-event workshops
- Managed a budget of **INR 30,000** to improve music and dance infrastructure in hostel
- Initiated music night to identify hostel talent pool and build a team for inter hostel events
- Assisted the hostel in winning Music General Championship after 5 years including **Goonj**, biggest inter hostel music band competition

## Academic Projects

### Customer Relationship Management

Oct-Nov, 2011

- Analysed CRM strategy implemented by companies and identified various technologies involved
- Researched CRM market globally and in India and projected IRR on sample projects

### Laser-Liga electron deposition

Nov-Dec, 2009

*Researched and developed a method to fabricate polymer based arrayed micro needles*

- Created a soft mould of borosilicate glass, using micro laser ablation
- Generated **nickel hard mould** through micro-electro deposition
- Used to economically mass produce parts with micro-scale features like in micro-heaters

### Punching machine

Mar-Apr, 2011

- Designed an efficient model of single degree freedom punching machine using **Geneva gear**
- Developed a solid works model of the prototype
- Gave equally spaced output with a frequency of 10Hz

## Extracurricular activities

### Eureka! Asia's largest Business plan competition

Sept-ongoing

- Worked in a team of 3 to conceptualize the idea to provide security solutions against hackers
- Evaluated the business aspects and analysed customers, markets and financials in detail
- Selected among the Top 50 business plans out of the total of 3500 participants

### Dance and Dramatics

- Secured **1<sup>st</sup> position** in choreography and contributed to the overall **1<sup>st</sup>** position of PAF-2010
- Led the hostel to **2<sup>nd</sup>** position in inter-hostel dance championship – Gyration-2010
- Performed in the runner up team of Freshiezza-2008 dance competition
- Part of the winning play among 8 plays in Fresher's Prod-2008

### Coordinator, Techfest

- Handled revenues of **INR 5 Lakh** collected through cafeteria sales
- Coordinated with 2 vendors to provide food facilities for approximately 60,000 students over 3 days

### Hobbies

- Adventure sports enthusiast, love travelling, reading and dancing
- Professionally trained up to intermediate level in Salsa

## Computer skills

- APPLICATION SOFTWARE - Matlab, Solidworks, ANSYS
- Microsoft Office: Microsoft word, powerpoint, excel, outlook