

<b>CAREER OBJECTIVE</b>	Highly Motivated professional with excellent academic and Professional experience in India and Abroad.	
<b>EDUCATION</b>		
<b>Master of Business Administration (MBA)</b>	Thapar University, Patiala (LM Thapar School of Management) <b>(Marketing and Operations, 2014-2016)</b>  <b>Courses Undertaken:</b> Sales and Distribution, <i>Marketing Research; Management; Operations in Service industry; Supply Chain Management; Business Research Methods; Customer Relationship Management.</i>	<b>Cumulative GPA: 8.13/10</b>
<b>Bachelor of Technology All India Senior School certificate Examination</b>	Thapar University, Patiala, India <b>(Industrial Engineering, 2011-2016)</b>	<b>CGPA: 7.62/10</b>
<b>All India Senior Secondary Examination</b>	Green Field Public School, Kurukshetra (affiliated to CBSE, New Delhi) <b>2011</b>	<b>75.8 %</b>
	D.A.V Public School, Kurukshetra (affiliated to CBSE, New Delhi) <b>2009</b>	<b>85.8 %</b>
<b>INTERNSHIP AND PROJECTS</b>		
<b>May,2022-Till date</b>	<b>Ipsaa Day Care</b>	<b>Operations and Business Development Manager</b>
<ul style="list-style-type: none"> <li>Managing the Cluster in the Delhi NCR region for Operations Activities.</li> <li>Business development of organization by bringing up new customer accounts.</li> <li>Managing Inventories.</li> <li>Negotiating with clients for contracts.</li> <li>Responsible for all the day to day activities of the company to take the sales to the next level.</li> <li>Participating in marketing events for promotion and visibility.</li> </ul>		
<b>Oct,2019-April,2022</b>	<b>Ruviero Apparels Pvt Ltd-ecommerce Startup</b>	<b>Co founder</b>
<ul style="list-style-type: none"> <li>Co-ordinating with the Manufacturers and Wholesalers.</li> <li>Handling ecommerce sales of the company.</li> <li>Running Marketing campaigns through influencers.</li> <li>Responsible for all the day to day activities of the company to take the sales to the next level.</li> <li>Handling and providing solutions to the existing customers by understanding their requirements and executing the task on regular basis.</li> <li>Direct interaction with clients both through emails and conference calls.</li> </ul>		
<b>July, 2016-Oct,2019 (3 Years)</b>	<b>Gates India Pvt. Ltd, Gurgaon</b>	<b>Sr. Sales &amp; Marketing Executive</b>
<ul style="list-style-type: none"> <li>Business development of organization by bringing up new customer accounts.</li> <li>Key Account Management of 10 big customers of company.</li> <li>Working as sales and operations planner --responsible for entire material planning of Hose</li> <li>Assessing potential customers and sharing insights.</li> </ul>		

April-July, 2015 (3 months)	National University of Singapore, Singapore	Summer Intern
<ul style="list-style-type: none"> <li>Project on <b>‘Open innovation of SMEs in ICT sector’</b> to understand the SMEs effort in adopting open innovation and to identify areas that may be enhanced in comparison with those of enhanced economies and to use the findings to formulate strategies and public policies to address areas of improvement identified.</li> <li>Study on <b>‘Role of an Incubator in Entrepreneurship’</b> where I contributed to conceptualizing research model, administering field interviews of startup founders, investors, and analyzing interview responses for validation of initial hypotheses.</li> <li>Study on <b>‘Role of Design Thinking in reducing failure rate of startups’</b> where I contributed in primary and secondary data collection, data analysis and report compilation.</li> </ul>		
Jan-June, 2014 (6 months)	National Sun Yat-Sen University, Taiwan	Student Intern Secured 10/10
<ul style="list-style-type: none"> <li>Project on <b>‘Role of Fuel Molecular Structures in Biodiesel Engine’</b> with the help of ANSYS FLUENT software</li> <li>Attended 2 days <b>Global International Leadership conference</b> where I got the chance to meet and interact with people from different parts of the world.</li> </ul>		
Jun-July, 2013 (6 weeks)	Thapar University, Patiala	Summer Intern Secured 10/10
<ul style="list-style-type: none"> <li>Project on <b>Gantry crane (Overhead crane).</b></li> <li>Made CAD models of parts like clutch plate, pressure plate, etc.</li> </ul>		
<b>PROJECTS</b>		
<ul style="list-style-type: none"> <li>Worked on a live Project of <b>Branding for Ludhiana based startup ‘eCools &amp; eWools’.</b></li> <li>Working on a live project of Improvement of Bottling process at <b>Alcobrew Pvt Ltd Behra, Derra Bassi.</b></li> <li>Working on a project to <b>optimize model for emergency ordering and production planning</b> with demand and yield un-certainty as a part of Advanced Management Research Project.</li> </ul>		
<b>POSITIONS OF RESPONSIBILITY</b>		
<ul style="list-style-type: none"> <li>Member, <b>Visio Business society</b>, LM Thapar School of Management, Thapar University, 2015-present.</li> <li>Maintenance Secretary, <b>Executive Committee of the hostel</b>, Thapar University, Patiala, Jan-Jun, 2013.</li> <li>Event Manager, <b>Mega Cultural Event ‘Saturnalia’</b>, Thapar University, Patiala, 2011.</li> <li>Member, <b>International Forum for Leadership and Sustainability, Thapar University</b>, Patiala, 2012-2013.</li> <li>Member, Paryavaran (Environmental) Welfare Society, Thapar University, 2011-2014.</li> </ul>		
<b>PROFESSIONAL SKILLS</b>		
<ul style="list-style-type: none"> <li><b>ANSYS FLUENT</b> – Sound Knowledge with practical experience</li> <li><b>SPSS</b>-Good Knowledge with practical experience.</li> <li><b>Auto CAD</b>- Good Knowledge.</li> <li><b>Microsoft word, Excel, and PowerPoint</b>-Good Knowledge</li> <li><b>CREO/PROE</b>-Good Knowledge.</li> </ul>		
<b>AWARD AND ACHIEVEMENTS</b>		
<ul style="list-style-type: none"> <li><b>Gold Medal</b> as a part of the winning House during Fresh Week at LM Thapar School of Management, 2014.</li> <li><b>Stood 2<sup>nd</sup></b> in the written quiz contest held on the occasion of 59<sup>th</sup> District Level Van Mahotsav, 2008.</li> <li>Secured <b>A grade</b> in the drawing competition organized by the National Academy for Art Education, Pune, 2004.</li> </ul>		