

Contact

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(LinkedIn)

Top Skills

Management

Leadership

Microsoft PowerPoint

Certifications

Associate Certified Coach (ACC)

Certified Professional Coach

The Dynamic Presenter

Honors-Awards

Award for Excellence at Work

Star performer

The Pradeep Roy Memorial Award
for Best Vocalist of the Year

Forté Fellowship

CJBS Bursary Award

Publications

Motivating and mentoring Gen Z and
Millennials across the globe

Incoming MBA's share takeaways
from the 2021 MBA Women's
Leadership Conference

B-School Students Who Deferred In
2020 Settle Into A New Year & New
Outlook

Divya Dewan

MBA Candidate at Cambridge Judge Business School | Forté
Fellowship Scholar | Executive Leadership Coach (ICF ACC)
Cambridge

Summary

Associate Certified Coach | Enterprise Sales Head | Marketing &
Communications Head | Executive Leadership Coach | Diversity,
Equity & Inclusion Speaker

Experience

Cambridge Judge Business School

MBA Candidate

September 2021 - Present (9 months)

Cambridge, England, United Kingdom

Co-Chair, Wo+Men's Leadership Society

Co-Chair, Oxbridge India Business Network

Co-Chair, Communications Society

Samsung Electronics UK

MBA Consultant

March 2022 - April 2022 (2 months)

England, United Kingdom

Veris

4 years 4 months

Head, Marketing & Strategic Partnerships

July 2020 - July 2021 (1 year 1 month)

Gurgaon, India

Head, Business Development & Strategy

January 2018 - June 2020 (2 years 6 months)

Gurgaon, India

Veris is shaping workplaces of the future through secure and intelligent
workplace solutions to enhance safety, user experience, and productivity for
modern enterprises, worldwide.

Veris is present at 200+ offices across 30+ fortune 500 companies such as EY, Bharti, RBS, Mercedes-Benz, British Council, DLF, Hines, One Horizon Centre, Aditya Birla, Rio Tinto and Tata Motors.

Manager, Business Development & Strategy

April 2017 - December 2017 (9 months)

Gurgaon, Haryana, India

Expertrons

Business Mentor

August 2020 - June 2021 (11 months)

Leverage Edu

Student Coach

September 2020 - May 2021 (9 months)

Hemera Global

Project Manager

May 2017 - May 2018 (1 year 1 month)

NirSan Connect

Business Analyst

June 2015 - April 2017 (1 year 11 months)

Gurgaon, India

NirSan Connect is an ex-Mckinsey partner led management consulting firm providing business strategy and performance transformation solutions to large-cap firms across sectors.

Role description: Member of the 5 member NirSan core team consisting of 2 Co-founders, the Operations head and 2 Business analysts in charge of visioning, strategic planning and implementation.

1. Client servicing:

Project: To create the company growth strategy for a listed billion dollar Pharma company

- Strategy formulation and execution planning: Conducted 40 interviews with top and mid-tier executives, facilitated strategy workshops across 6 SBU's, led 20+ focussed group discussions and assisted in creation of detailed execution plans for 12 divisions.

2. Business development & outreach strategy:

- Profiled and reached out to 60 leading Pharma players
- Designed the BD strategy entailing the creation of customized client portals

3. Secondary research & analysis:

- Part of the 4-member team engaged in country-wise research towards a white paper titled 'BRICS is dead'
- Conducted research on the current scenario and future trends of the pharmaceutical industry in an effort to build thought leadership

4. Recruitment & mentoring:

- Led a 3 member team and delivered 40 pre-placement talks, conducted 200 interviews and recruited a team of 20 business analysts
- Led a 4 member team in charge of training & orientation, work allocation, mentoring and performance management for the new joiners.

Philip Morris International

Marketing Strategy Intern

June 2014 - September 2014 (4 months)

New Delhi Area, India

- Awarded "Star Performer" for "Outstanding performance and proactive conduct" in 2014 by Philip Morris International as part of the internship program
- Conducted 250 consumer surveys at the Mumbai International airport and reached out to 200+ diplomatic agencies across India.
- Derived insights from the survey outcomes and presented recommendations to the Lausanne management team. Suggested measures to increase PMI's market share from 55% to 60% in the Indian duty-free market.

DLF Home Developers Ltd.

Finance and Accounting Intern

May 2013 - July 2013 (3 months)

Gurgaon, India

- Carried out asset identification & recording
- Pointed out gaps in the existing process of License management

Geneva International Model United Nations

Delegate of China, IAEA

March 2013 - March 2013 (1 month)

United Nations HQ Geneva

Represented India at GIMUN (Geneva International Model United Nations) at the UN headquarters alongside 100 global youth and got a resolution passed with 90% majority

Vienna Boys Choir Music Academy Foundation

Soprano (Vocalist)

May 2007 - May 2010 (3 years 1 month)

Vienna, Austria

Selected among 30 Indian children to be a part of the Pandit Ravi Shankar & Grammy award nominee Gerald Wirth led 'Mozart Choir of India' in 2007. Performed both Hindustani classical and Opera along with the globally renowned Vienna Boys Choir across India and Austria

Education

University of Cambridge

Master of Business Administration - MBA · (September 2021 - September 2022)

Hindu College, Delhi University

Bachelor's Degree, Commerce · (2012 - 2015)

Springdales School - India

Senior Secondary, CBSE, Commerce with mathematics · (1997 - 2012)