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| **ACADEMIC PROFILE** | | |
| **PGDM** | Indian Institute of Management, Udaipur (2016-18) | 2.91/4 |
| **B.Tech. (ECE)** | Cochin University of Science and Technology, Kerala | 75.53% |
| **Class XII** | Uttar Pradesh Sainik School, Lucknow (CBSE) | 70.00% |
| **Class X** | Uttar Pradesh Sainik School, Lucknow (CBSE) | 79.80% |

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| **PROFESSIONAL EXPERIENCE 4 Months** |

**Arteria Technologies Pvt. Ltd. June’19 – Till date**

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| **Regional Sales Manager** | * Managed multiple accounts simultaneously and ensured continuous revenue generation effectively * Performed sales trips and visits with clients in order to build confidence of client in required product * Maintained thorough understanding of product in order to handle all queries of client team * Coordinated effectively with business and IT team of client in order to build confidence of CXO managers * Hunted new customers and new leads and business opportunities across a variety of market segments * Attended trade shows, seminars, and internal sales meetings in order to motivate my team of 5 members * Set up KRAs of my team and helped them to achieve according to the set target * Achieved my quarterly target of 1 crores and helped my team to achieve their target of 25 Lakhs each |

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| **INTERNATIONAL EXPERIENCE: SINGAPORE 2 Months Sep’18-Oct’18** | |
| **SP Sysnet Singapore** | * Devised **go to market strategy** for doubling **revenue** of firmin 3 yearsby focusing on **IoT & cloud products** * Analysed new market opportunities in **IT Infrastructure** and services domain targeting SMEs in Singapore |

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| **PROFESSIONAL EXPERIENCE 11 Months** |

**BAIF Development Research Foundation, Pune Apr’18 –Feb'2019**

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| **Senior Programme Manager** | * Managed a project worth INR 40 milliion effectively and managed a team of more than ten people * Effectively managed different stakeholders and worked directly with team to solve their problems * Applied solution driven approach and completed all activities of project in the time bound manner * Used MS project tool to plan activities and resources and removed bottlenecks during implementation * Involved in CXO level meetings & was actively involved in making presentations and winning project deals |

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| **PROFESSIONAL EXPERIENCE 47 Months** |

**IT Analyst, Tata Consultancy Services, Gurgaon Jul’12 -May’16**

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| **Presales** | * Worked with SAP ERP sales team and contributed in change management during ERP implementation * Worked with **presales team** to understand customer pain points & contributed in writing RFI & RFPs * Efficiently managed sales cycle from initial contact to discovery through acquisition of new customer * **Led** a team of five ensuring **timely resolution** of client issues through better management of resources * Involved in ERP implementation and negotiated with client in order to streamline business processes * Used agile scrum methodology to connect with team members and scrum master to co-ordinate effectively |
| **IT Analyst** | * Having a good understanding of SDLC and shifted from waterfall model to Agile model * Actively involved in Networking Administration and increased customer satisfaction upto 97 percent. * Worked with presales team to understand customer pain points & contributed in writing RFI & RFPs * Streamlined process for delivering technical RFP/RFI content and saved time in connecting with client |
| **Achievements** | * Received “**Best Team**” award for being a quick learner and timely delivery of projects with **CSI of 96.89%** |

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| **SUMMER INTERNSHIP, LEE, VF CORPORATION Apr’17 – May’17** | |
| **Marketing Research** | * Analyzed the ongoing **Body OptixTM** denim campaign having **Jacqueline Fernandez** as brand ambassador * Analyzed the role of **product innovation** and **price** in consumer purchase behavior in company stores |
| **Approach** | * Designed the questionnaire, Interviewed **store employees** and **customers** for collection of primary data * Performed **Competitor analysis** by visiting stores & compared products, price, fabric quality & visuals * Conducted online survey of target segment &analyzed quantitative & qualitative data **using excel and SPSS** |
| **Findings** | * Concluded that product was innovative while low product awareness & high price were impacting sales |
| **Recommendation** | * Recommended digital marketing & celebrity connect to increase the visibility of product to target segment |
| **Achievement** | * Got the accolade for good work in **data analysis** and recommendation for **sales role** in VF Corporation |

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| **ACADEMICS AND LIVE PROJECTS** | |
| **Live Project “Advaiya”** | * Devised **go to market** strategy for increasing B2B **sales** through direct engagement with firm’s sales team * Recommendations like “**presence in blogs**” and “**technical forums”** were implemented by the company |
| **Predictive Analytics** | * Analysed satisfaction level of employees and their likely churn on the basis of defined parameters * Used **R** for data massaging and **logistic regression**  as a tool for predicting the likely churn of employees |
| **HCL Tech. Ltd.**  **Finance Project** | * Analysed HCL technologies on the basis of financial and ethical parameters using company secondary data * During financial analysis, company was giving average returns compared to its competitors in IT industry |
| **Consumer behavior** | * Devised a customer profile for **SUV and Hatchback** using theoretical concepts and secondary data * Used **ZMET** to find out the conscious and unconscious reasons for the brand association of customers |

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| POSITIONS OF RESPONSIBILITY | |
| **VicePresident,**  **Toastmasters club** | * Responsible for **organizing weekly** meetings and development of leadership and comm. skills of members * Achieved **distinguished club award** by completing all targeted Educational goals within Rajasthan zone |
| **Bloomberg Champion, IIMU** | * Organized **knowledge sessions** to help students in their academic and corporate projects in 2017 * Developed annual plan for Bloomberg lab which helped in timely execution of activities for community |

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| **ACADEMICS AND CO-CURRICULAR** |

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| **Bloomberg** | * Awarded with “**BMC certificate**” for completing a course on visual introduction to the **financial market**s |
| **Toastmaster** | * Awarded with “**Competent Communicator(CC)** and **Leadership(CL) and ALB** Certificate from Toastmasters |
| **B2B Marketing** | * Secured A grade in **B2B Marketing**, Macroeconomics, **PSM** and HR subjects of MBA course in IIM Udaipur |
| EXTRACURRICULAR | |
| **OUTCRY** | * Secured first prize in **trading competition** conducted by Finance club of IIM Udaipur among sixty teams |
| **TOPSIM (TIS)** | * Secured runner up position in “**Evolution D’ Entrepreneur**” conducted by Saksham among 30 teams in 2016 |