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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
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| **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
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| **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
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| **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
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| **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
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