



THOMAS PROFILE COMPETENCIES

Analytical Thinking
Strategic Thinking
Goal Seeking

TECHNICAL SKILLS & CERTIFICATIONS

CSS - Intermediate
ML - Beginner
SQL - Beginner
Strategy Canvas for Competitiveness from Coursera

INTERESTS & HOBBIES

Reading
Travelling
Drama

REACH ME AT

MOBILE NUMBER

+91 8626990051

Email Id

vasundhra.jaswal2224@jagsom.edu.in

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Linkedin Profile

<https://www.linkedin.com/in/vasundhra-jaswal/>

Domicile

Shimla, Himachal Pradesh

LANGUAGE

English & Hindi

(Reading, writing, speaking, and listening)

Vasundhra Jaswal

PGDM in Marketing with Analytics Minor - Equipping in Sales & Service

CAREER OBJECTIVE

To pursue a challenging career in a progressive environment where learning, innovation and creativity are encouraged where my skills and knowledge can be enhanced to their maximum potential to contribute to the overall growth of the organization.

PROFESSIONAL EXPERIENCE

Organization: Primesophic Technologies, Bangalore

Designation & Duration: Sales Associate, (9 months)

Summary: Doing B2B sales, handling different teams at different locations and converting Prospect leads into sales.

Organization: Byjus, Bangalore

Designation & Duration: Business Development Associate, (9 months)

Summary: Introducing product to the client, building rapport, creating need therefore leading to closure of sales

Organization: WeP Solutions, Bangalore

Designation & Duration: Presales Executive, (12 months)

Summary: Crafting sales pitch for the organization at different levels and locations, customer dealing for various software related queries

INDUSTRIAL EXPERIENCE

Organization: Siemens, Gurugram

Designation & Duration: Intern, (2 months)

Summary: Project on locomotives using google earth, KML, to find appropriate locations for expansion purposes.

ACADEMIC PROJECT

Organization: Innover Digital

Topic: Request for problem (RFP)

Objective: How can we effectively create sales strategies that will help in addressing Customer pain point identifying ideal channels and curate high conversation potential.

List of top 100 prospect? (*Project in-progress*)

Topic: Research Incubation project in the IT/ITES Industry

Objective: How might Zoho position itself in the middle and upper markets to enhance customer experience and earn high profits?

PROFESSIONAL QUALIFICATION

Post Graduate Diploma in Management in Marketing | Analytics Minor |

Jagdish Sheth School of Management | Class of 2024 | CGPA of 7.28

Bachelor of Technology | Jaypee University | 2019 | CGPA: 6.5

EDUCATION

Higher Secondary with Science | CJM, Chelsea | 2015 | 75%

Secondary School | CJM, Chelsea | 2013 | CGPA of 9.0

ACCOMPLISHMENTS & ACTIVITIES

- An active member of MUN in 2017 during under graduation program.
- An active member of youth Parliament in 2016 during under graduation program
- Brown belt (II) Judo Karate under 15 in 2011

Jagdish Sheth School of Management

(Accredited by AICTE, NBA, and AACSB)

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