



THOMAS PROFILE COMPETENCIES

Interpersonal Skill
Influencing Skill
Communication Skill
Analytical Thinking
Goal Seeking

TECHNICAL SKILLS & CERTIFICATIONS

Sales Planning-Beginner
Sales Targeting-Beginner
SPSS-Beginner
Microsoft Excel-Beginner
Lean Six Sigma Green Belt from Performance Excellence Academy
Digital Marketing 101 from Simplilearn
LinkedIn Marketing from Simplilearn

INTERESTS & HOBBIES

Badminton
Video Editing
Watching Anime

REACH ME AT

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Domicile
Patna, Bihar

LANGUAGE

English & Hindi
(Reading, writing, speaking, and listening)

Abhijeet Kumar

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

CAREER OBJECTIVE

Seeking a dynamic sales and service career where I can apply expertise to drive growth and profitability, develop effective selling strategies, analyse data, enhance skills, and contribute to organizational success through customer acquisition.

PROFESSIONAL EXPERIENCE

Organization: Ujjawala Techno Works
Designation & Duration: Maintenance Engineer (15 Months)
Summary: Expertise in power plant operation, working principle, and maintenance processes thus Improving plant efficiency by 3% and saving Rs.8 Lakhs on operational expenses.

INDUSTRY PROJECT(S)

Organization: Bihar State Milk Co-Operative Federation Ltd, Patna
Designation & Duration: Intern (1 Month)
Summary: Studied operations, supplier-buyer relations, and quality control techniques to optimize dairy processes.
Organization: Agni Aero-Sport Adventure Academy Pvt. Ltd.
Topic: Performance improvement in the aviation industry using operation management and statistical marketing.
Summary: Improved efficiency by reducing waste (40%), optimizing bulk ordering (15% inventory cost savings), and increasing customers through social media and promotions.

ACADEMIC PROJECT(S)

Organization: Penna Cement.
Topic: Request for Problem (RFP)
Objective: To find out the future of the premium segment in the cement industry and its relevance in the future run. (Project in Progress)
Topic: Research Incubation (RI) in Advertising, Media, and Entertainment Industry
Objective: How can Carnival Cinemas enhance ticket sales and market presence to bring back its old glory? (Project in Process)

PROFESSIONAL QUALIFICATION(S)

Post Graduate Diploma in Management in Marketing | Analytics Minor |
Jagdish Sheth School of Management | **Class of 2024 | CGPA of 7.3**
Bachelor of Engineering | Sir M. Visvesvaraya Institute of Technology | 2018
| PERCENTAGE: 61.40

PAST EDUCATION(S)

Higher Secondary with Science | Doon Public School | 2013 | **50.2%**
Secondary School | Kendriya Vidyalaya Bhandup | 2011 | **CGPA of 7.2**

ACCOMPLISHMENTS & ACTIVITIES

- **Secured 1st rank** in Best Runner-Male (Internal) Winner for Kanyathon.
- **Secured 3rd rank** in JAGSoM PR Media Committee Quiz during management fest.
- **Volunteered** for Kanyathon, a charity event to save girl child, and contributed towards corporate sales and sponsorship.
- **Team Leader** at Jagdish Sheth School of Management in Sales & Service Committee for Buzzare News board and Corporate Connect team.