

ACADEMIC PROFILE			
PGDM - Marketing	66.55 %	Jagdish Sheth School of Management, Bengaluru	2025
B.TECH (Elec. & Comm.)	54.81 %	Beant College of Engineering & Technology, Gurdaspur	2019
Class XII (CBSE)	62.60 %	KC Public School, Jammu	2015
Class X (CBSE)	74.10 %	KC Public School, Jammu	2013
AREAS OF STUDY			
<ul style="list-style-type: none"> <li>Sales Team Leadership, Sales strategy, Revenue growth, Client relationship management, Sales targets, Territory management, Customer acquisition, Business development, Channel Management, Market Penetration, Distribution Strategies</li> </ul>			
WORK EXPERIENCE			3 Years 5 Months
<b>RR Enterprises</b>	<b>Sales Field Executive</b>		<b>May 2020 – Jun 2023</b>
<ul style="list-style-type: none"> <li>Managed daily stock levels to ensure timely availability of products and prevent inventory issues.</li> <li>Developed and executed beat plans to efficiently cover sales territories, optimizing sales opportunities.</li> <li>Built and maintained strong relationships with retail dealers, enhancing partnerships and driving sales performance.</li> <li>Handled billing processes, managing accounts and ensuring smooth operational workflows.</li> </ul>			
<b>P&amp;R Infraprojects Ltd</b>	<b>Planning Engineer</b>		<b>Nov 2019 – Mar 2020</b>
<ul style="list-style-type: none"> <li>Developed and managed comprehensive project schedules, ensuring construction projects were completed on time.</li> <li>Efficiently allocated resources and tracked project progress to maintain adherence to budgets and timelines.</li> <li>Prepared detailed reports to communicate project status, ensuring stakeholders were informed of progress and any potential issues.</li> <li>Demonstrated strong communication and problem-solving skills, excelling in both on-site and office environments.</li> </ul>			
INTERNSHIP(S)			6 Weeks
<b>Bharti Airtel, Jammu</b>	<b>Network Engineer Trainee</b>		<b>Jun 2017 - Jul 2017</b>
<ul style="list-style-type: none"> <li>Assisted in configuring and maintaining network equipment to ensure optimal performance and reliability.</li> <li>Participated in monitoring network performance, analyzing data to identify potential improvements, and learning to implement necessary upgrades.</li> <li>Worked closely with senior engineers and team members, providing support and contributing to the successful implementation of network projects while developing collaborative skills.</li> </ul>			
ACADEMIC PROJECT(S)			
<b>Design Thinking</b>			
<ul style="list-style-type: none"> <li>Developed a strategy to improve the Narayana Clinic user interface, aiming to streamline the checkup process for greater efficiency.</li> <li>Designed a centralized platform for storing patient information, ensuring comprehensive access to medical histories.</li> <li>Used user-focused ideas and tested prototypes to create an easy and smooth experience for patients.</li> </ul>			
<b>Smart Dustbin</b>			
<ul style="list-style-type: none"> <li>Created a prototype of the "SMART DUSTBIN" that uses IoT and sensors to detect when the bin is full and needs collection.</li> <li>Designed the prototype to help collection trucks operate only when necessary, aiming to save time and fuel.</li> <li>Developed the prototype for potential use in large buildings, schools, hospitals, and homes to improve waste management.</li> <li>Enhanced hygiene and monitoring efficiency with real-time updates on waste levels through the prototype.</li> </ul>			
CERTIFICATIONS			
Introduction to CRM with HubSpot	Coursera		2024
Channel Management and Retailing	IE Business School (Coursera)		2024
Fundamentals of Digital Marketing	Google		2019
POSITIONS OF RESPONSIBILITY			
<b>JAGSoM, Bengaluru</b>	<b>Member – Intellectual Contribution and Knowledge Centre Committee</b>		<b>2023-2025</b>
	<ul style="list-style-type: none"> <li>Event Coordination: Ensured a positive experience for guests during Founder's Day by warmly welcoming them, providing directions, and answering questions, which enhanced overall satisfaction.</li> <li>Planned and executed events like movie nights and sports screenings that successfully brought hostel residents together and fostered a strong sense of community.</li> </ul>		
<b>BCET, Gurdaspur</b>	<b>Associate – Operations Team, Kanyathon</b>		<b>2023-2025</b>
	<ul style="list-style-type: none"> <li>Led a team of 20 members in managing operations, coordinating tasks, and ensuring effective collaboration.</li> <li>Secured sponsorships to support the event and enhance the overall quality of the event.</li> <li>Oversaw inventory management, ensuring the availability of supplies and resources for events.</li> <li>Ensured smooth execution of events by collaborating with the team and efficiently allocating resources.</li> </ul>		
<b>BCET, Gurdaspur</b>	<b>Associate – Information Technology and Software Committee</b>		<b>2015- 2019</b>
	<ul style="list-style-type: none"> <li>Organized and managed technical events as part of the ITSC during college fests.</li> <li>Coordinated event logistics, facilitated workshops and seminars, and ensured smooth execution of IT-related activities.</li> <li>Successfully executed multiple events, enhancing student engagement and knowledge in information technology and software development.</li> </ul>		
ACCOMPLISHMENTS			
<b>Competitions &amp; Achievements</b>	<ul style="list-style-type: none"> <li>Secured 3rd position for Smart Dustbin model at Science-O-Darshan, Teqfest 2018, Beant College of Engineering and Technology.</li> </ul>		
<b>SKILLS</b>	<ul style="list-style-type: none"> <li>Intermediate Excel, Intermediate PowerPoint, , Sales Management, Negotiation and Contract Management, Budget Management and Forecasting</li> </ul>		