

ACADEMIC PROFILE			
PGDM – Marketing	8.2 CGPA	Jagdish Sheth School of Management, Bengaluru	2025
B.A – Political Science	52.63 %	Atma Ram Sanatan Dharma College, Delhi University, Delhi	2022
Class XII (CBSE)	68.75 %	Amity International School, Delhi	2019
Class X (CBSE)	83.60 %	Amity International School, Delhi	2017
AREAS OF STUDY			
Territory management, Business development, Sales Management, CRM and HubSpot, Key Account Management, B2B selling, Closing Deals, Negotiations, Strategic Selling, Field Sales, Retail selling, Cold Calling and emailing and prospecting.			
INTERNSHIP(S)			5 Months
Polyglot IT Solutions	Business Development	Apr 24- Jun 24	
<ul style="list-style-type: none">Utilized the B.A.N.T. technique to meticulously refine the list of over 670 prospective customers, increasing lead quality by 30%.Strategized, scheduled, and executed dynamic sales development techniques strongly aligned with organizational goals..Conducted exhaustive analysis of conversion data and created the sales funnel to strategically optimize performance.Directed tasks from initial contact to contract culmination and then teaming with colleagues to boost sales outcomes by 10%Demonstrated exceptional sales acumen by converting 37 out of 407 prospects into loyal, long-term clients within a single month.Achieved a remarkable 23% increase in company revenue over a two-month period, showcasing effective implementation of strategies.Earned weekly incentives based on sales volume, reflecting consistent high performance and dedication to achieving sales targets.Trained and mentored junior sales interns, fostering a collaborative environment and increasing team productivity by 25%.			
Kounselo	Business Development	May 24 – Jun 24	
<ul style="list-style-type: none">Expertly guided over 100 clients through study abroad programs, achieving a 95% satisfaction rate through effective communication.Reviewed over 200 application documents, including statements of purpose, resumes and enhancing acceptance rates by 20%.Directed contact with over 300 universities in the USA for potential collaboration, successfully partnering with 45 new institutions.Awarded “Intern of the Month” for exceptional conversion ratios, positive feedback, & superior customer service among ten interns.Supervised company’s social media presence after an industry analysis, increasing engagement by 30% through targeted campaigns.			
Skillarena	Business Development	Dec 23– Jan 24	
<ul style="list-style-type: none">Spearheaded the planning, and execution of impactful sales development initiatives to enhance customer acquisition and retention.Implemented & deployed sales frameworks, such as AIDA, SPIN, and N.E.A.T., to attract and engage potential prospects effectively.Utilized HubSpot extensively creating 25% more efficiency in client database and overall customer relationship management.Achieved an exceptional 9% deal closing rate, successfully securing 8 out of 88 leads within one month through cold-calling.Implemented sales team KPI monitoring systems, driving a 20% increase in both individual and team productivity.Analyzed industry trends using Porter’s 5 Forces, leading to an 8% expansion and refinement of the client base within one month.			
ACADEMIC PROJECT(S)			
Key Account Management – MRF and Mahindra & Mahindra			
<ul style="list-style-type: none">Conducted thorough background research on MRF & Mahindra, compiling detailed insights into their and competitor in the market.Orchestrated stakeholder interviews to gather qualitative data, enriching market insights and enhancing the research framework.Executed a STEEP(PESTLE) analysis to evaluate the macro-environmental factors impacting MRF and Mahindra.Examined the competitive landscape using Porter's Five Forces framework to determine attractiveness & identify challenges.Created a comprehensive 9 Box SWOT analysis for MRF and Mahindra, highlighting strategic opportunities and risks.Drove data collection and analysis to uncover emerging trends, providing actionable recommendations for strategic initiatives.			
Design Thinking - Maruti Suzuki			
<ul style="list-style-type: none">Diligently analyzed and thoroughly assessed the innovative Suzuki Connect program meticulously developed by Maruti Suzuki.Designed and developed a demo app that aimed at solving existing issues, earning praise from the NEXA Team in Bengaluru, Karnataka.Scrutinized and assessed Maruti Suzuki and Nexa service centers to identify and remediate existing issues in their floor plan layouts.Optimized the floor plan for NEXA service centers, significantly enhancing overall operational efficiency and effectiveness.			
CERTIFICATIONS			
Sales Management	HubSpot	2024	
Channel Management and Retailing	Coursera	2024	
Introduction to CRM(HubSpot)	Coursera	2024	
Excel Skills for Business: Advanced	Macquarie University (Coursera)	2023	
Diploma in Hindustani Classical Music(6 th Year)	Prayag Sangeet Samiti	2018	
POSITIONS OF RESPONSIBILITY			
JAGSoM, Bengaluru	Committee Coordinator – Cultural Committee <ul style="list-style-type: none">Formulated thorough implementation steps for cultural diversity initiatives.Facilitated and managed events at the institute such as Open mics.Organized jamming sessions, movie screenings, & cultural competitions.Performed at the prestigious “Doctoral Consortium” for the institute.		
ACCOMPLISHMENTS			
Competitions	<ul style="list-style-type: none">Bagged the 1st rank at “ECA auditions” at Delhi University (Harmonium) in 2019.Awarded “Best Harmonium Player of Delhi” at Bro Bergin Music Meet in 2016.Bagged “2nd position” at the Zonal rounds of Delhi Government’s music fest in 2016.Achieved Second place in "Music Composition" at ITIHAAS in 2014.		
SKILLS	<ul style="list-style-type: none">Excel, HubSpot, MS. Excel, MS Powerpoint, MS Word.Customer centric, Leadership, Adaptability, Intepersonal Skills, Empathetic.		