DEEPIKA GOYAL





			JAGDISH SHETH SCHOOL OF MANAGEMENT	ACCREDITED
ACADEMIC PROFILE				
PGDM - Marketing	5.4 CGPA	Jagdish Sheth School of Management, Bengaluru		2025
BBA	60.8%	Symbiosis International University, Noida		2022
Class XII (CBSE)	79.6%	Columbia Foundation Sr. Sec. School, New Delhi		2018
Class X (CBSE)	86.4%	Sanjeevani Public School, New Delhi		2016
AREAS OF STUDY				

Market Research, Marketing Analytics, Digital Marketing, Design Thinking, Digital Business, Consumer Behavior, Proficiency in Business Tools, E-commerce Category Management, UX/UI Design

INTERNSHIP(S) 9 Months

Honorary Consulate General of Montenegro in India's office Project Intern July 2024-August 2024

- Responsible for managing the book launch event for "The Administrator: Jagdishwar Nigam I.C.S. vs. The British Raj," hosted by the Honorary Consulate General of Montenegro in India.
- Ensure a successful and high-profile event with diplomat attendance.
- Coordinated with the Honorary Consulate General, H.E. Dr. Janice Darbari, to organize the event.
- Personally invited diplomats and executed a marketing strategy to increase awareness about the book.
- The event was highly successful and well-received.

Explore It Project Intern January 2022-March 2022

- Worked to increase awareness for "Project It" (plant 1 million native trees).
- Enhance project visibility and engagement through various initiatives.
- Organized virtual campaigns and crowdfunding programs.
- Coordinated physical events including plantation drives, marathons, and water body rejuvenation activities.
- Successfully raised awareness and engaged the community in the project's goals.

Lealmart Social Media Marketing Intern January 2021-April 2021

- Responsible for Instagram and Pinterest marketing to **enhance brand reach**.
- We needed to increase social media reach and engagement.
- Developed and executed marketing ideas for Instagram and Pinterest.
- Implemented strategies to optimize content and reach target audiences.
- I increased reach by 50%.

ACADEMIC PROJECT(S)

Social Media Marketing (Hunger.Hackers)

- Managed the Facebook and Instagram presence for the intermittent fasting community.
- Increase followers, engagement, and visibility within a Rs 2000 budget.
- Created content calendars and scheduled **engaging multimedia content 25-30 posts/month**.
- Managed targeted paid ad campaigns.
- Increased followers by 50%, boosted engagement rates by 6.2% and achieved 440k impressions

Managing Online Store Project (VastraKool)

- Aimed to establish an online presence and improve market reach for our apparel brand.
- Design and launch a Shopify store, conduct market research, and manage Google AdWords.
- Conducted market research to identify potential customers and launched a user-friendly Shopify store.
- Managed Google AdWords with a Rs 1000 budget.
- Increased traffic by 25%, Boosted ROI by 20%.

Yulu (Design Thinking

- Aimed to enhance customer satisfaction for Yulu within a 3-month timeframe.
- Optimize user experience, improve product quality, and provide personalized support, including prototype development.
- Designed and tested prototypes to optimize store layout and product placement, ensuring high-quality vehicles.
- Provided responsive and empathetic customer support through multiple channels.
- Increased Yulu's customer satisfaction by 25% within 3 months.

CERTIFICATIONS

7	Market Research and Consumer Behavior	Coursera	2024
•	Advanced Google Analytics	Google	2024
•	From Brand to Image: Creating High Impact Campaigns that	Coursera	2023
	Tell Brand Stories.		
•	Customer Relationship Management	Coursera	2024

ACCOMPLISHMENTS

Competitions and Activities

- 2nd Place Winner at Creative Crew for innovatively selling plain white T-shirts.
- Achieved 3rd Place in Managing Online store Project for Vastrakool
- Volunteered for TribalHood Festival-Season1
- Letter of appreciation by Dr Janice Darbari- Honorary Consulate General of Montenegro in India

SKILLS Python, MS-Office, SPSS, Canva, Project Management