KHUSHI GIRDHAR





ACADEMIC PROFILE			
PGDM - Marketing	5 CGPA	Jagdish Sheth School of Management, Bengaluru	2025
B. Com	62.00%	The School of Open Learning, New Delhi	2021
Class XII (CBSE)	62.00%	The Millennium School, Panipat	2018
Class X (CBSE)	95.00%	The Millennium School, Panipat	2016

AREAS OF STUDY

Marketing Research, Market Analytics, Managing Online Stores, Social Media Marketing, Design Thinking, Digital Marketing, Consumer Behavior, UI/UX Design, E-Commerce Category Management, Brand Management, Design Thinking, Proficiency in Business Tools

ACADEMIC PROJECT(S)

Managing Online Stores (Building an E-commerce Business)

- Launched and managed Toyfee, an online store providing toys for children.
- Developed and executed digital marketing campaigns, leading to increased brand visibility and customer acquisition
- Monitored key metrics to analyze campaign performance, optimizing for traffic and conversion rates.
- Managed budgets and resources to maximize ROI on marketing effort

Social Media Marketing (Community Building)

- Co-created and managed an intermittent fasting community on Facebook and Instagram, driving engagement and growing a dedicated follower base.
- **Developed and executed a content calendar**, strategically planning posts to maintain consistent engagement.
- **Designed and ran online advertisements** to promote the community and increase membership.
- **Created viral content**, including memes, to boost visibility and encourage user interaction.
- **Monitored analytics** to track performance and adjust content strategy for optimal reach and engagement.

Design Thinking (App-based solution for MAX Store)

- Developed and launched an app-based training model for Max Fashion, enhancing employee learning and development
- **Designed structured modules and interactive content** to facilitate continuous learning within the app.
- **Integrated weekly tests** to reinforce knowledge, track progress, and identify areas for improvement.
- Improved employee performance and engagement, fostering a culture of continuous development and excellence.

CERTIFICATIONS

Data Visualization in Excel	Macquarie University (Coursera)	2024
Digital Business Models	Lund University (Coursera)	2024
Market Research and Consumer Behavior	IE Business School (Coursera)	2024

POSITIONS OF RESPONSIBILITY

Member of External Relations and Placement Committee

2023-2024

JAGSoM, Bengaluru

- - Contacted several recruiters and brought companies to campus such as Bajaj Allianz, Zomato, EuromonitorInternational, Whatfix etc.
 - Event Coordination: Assisting in managing events like IIP Viva-Voce, recruitment drives, and networking events beconnect students with potential employers and enhance placement success.
 - Professional Networking: Consistently engaging with recruiters significantly improved my relationshipbuilding skills. This experience also increased my confidence in socializing. As a result, I became more adept at professional networking.

Summer Immersion Program

2024

- Supported senior citizens by providing information about legal aid, financial advice, and healthcare services in collaboration with Vayah Vikas NGO.
- Conducted a digital literacy survey among seniors, identifying key gaps and proposing solutions for improved digital engagement and connectivity.
- Enhanced program effectiveness by assessing and refining activities, contributing to meaningful interactions and positive experiences for elderly residents.
- Engaged with elderly residents, addressing their concerns and learning from their life experiences, demonstrating empathy and active listening skills.

ACCOMPLISHMENTS

Competitions

Represented school in district-level football competition, demonstrating teamwork and athletic skills in acompetitive environment.

SKILLS

Analytical Thinking, Customer Focus, Excel, Communication Style