

ACADEMIC PROFILE

MBA - Marketing	7.0 CGPA	Jagdish Sheth School of Management, Bengaluru	2025
B.B.A - Finance	56.01%	Shri Guru Ram Rai Institute of technology and science, Dehradun	2019
Class XII (CBSE)	74 %	Shiksha Bharti Senior Secondary School, Khatima	2016
Class X (CBSE)	74.1%	Shiksha Bharti Senior Secondary School, Khatima	2014

AREAS OF STUDY

Sales and Distribution Management, Customer Retention and Growth, Sales and Service Analytics, Customer Acquisition, Consumer Behaviour, Salesforce Sales Operations

WORK EXPERIENCE(S)

3 Years

Cheesy Bite (Restaurant) **Ownership/Manager** **Oct 2018 – May 2021**

- Managed comprehensive restaurant operations, including inventory management, staff management, and bookkeeping.
- Developed and maintained strong customer relationships, resolving complaints effectively to ensure high customer satisfaction.
- Implemented sales-increasing strategies and maintained supplier relationships, resulting in enhanced profitability and customer satisfaction.

Sheel Gramin Berozgar Kalyan Shanstha (NGO) **Field Officer** **Jan 2020 - May 2023**

- Worked for an NGO, providing selfless service to disabled and poor individuals by securing employment and self-employment opportunities.
- Established connections with local businesses to facilitate basic work employment for them.

Coolberg Beverages Pvt. Ltd. **Wholesaler** **April 2019 – Oct 2019**

- Wholesaler for Coolberg Pvt Ltd. for 6 months and did a turnover of 2.12 lakh.
- Gained knowledge in cross-selling and up-selling techniques.
- Payment collection and facilitating credit in the market.

ACADEMIC PROJECT(S)

Design Thinking

- Conducted in-depth research into Problems faced by Local semi govt. school (Prabhakar patil cooperative society).
- Analyzed various solutions and developed a conceptual design with prototype.

Sales and Distribution Management

- Optimized and understood marketing strategies and distribution channel of Dabur.
- Analyzed products of Dabur in terms of most and least selling in a particular area.
- Analyzed the ROI of the Wholesaler.

CERTIFICATIONS

Market Research and Consumer Behavior	IE Business School (Coursera)	2024
Channel Management and Retailing	IE Business School (Coursera)	2024
Excel Skills for Business	Macquarie University (Coursera)	2023
Organizational Behavior: How to Manage People	IESE Business School (Coursera)	2023
Salesforce Sales Operations Professional	Salesforce (coursera)	2024
Tally	Wintech Computers	2019

POSITIONS OF RESPONSIBILITY

JAGSoM, Bengaluru	Member – Sales and Service Committee	2023 – 2025
	<ul style="list-style-type: none"> Developed and maintained potential industry connections through LinkedIn to enhance networking and collaboration opportunities. Organized guest lectures featuring industry experts to provide valuable insights and learning experiences for committee members. Coordinated industry visits, offering hands-on exposure to real-world business environments and practices. 	

ACCOMPLISHMENTS

Achievements	<ul style="list-style-type: none"> Transformed a restaurant business into a profitable venture within 5 months by leveraging my passion for cooking, successfully positioning it as a popular spot for youth and great food.
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SKILLS	MS Excel, MS PowerPoint, Data Visualisation using Power BI, Tally
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