# SHWETA SHARMA



ACADEMIC PROFILE			
PGDM – Marketing	6.4 CGPA	Jagdish Sheth School of Management, Bengaluru	2025
BA(JMC)	8.4 CGPA	Maharaja Agrasen Institute of Management Studies, Delhi	2021
Class XII (CBSE)	68.80 %	Kendriya Vidyalaya NFC Vigyan Vihar, Delhi	2016
Class X (CBSE)	76.00 %	Kendriya Vidyalaya NFC Vigyan Vihar, Delhi	2014

#### **AREAS OF STUDY**

 Digital Marketing, Design Thinking, Market Research, Marketing Analytics, Managing Online Store, Sales Distribution and Marketing, Social Media Marketing, Brand Management & MarCom, Consumer Behavior, Marketing Research, UI/UX, Ecommerce category.

WORK EXPERIENCE 20 Months

Cup Of Stories, Delhi Client Service Manager Nov 2021 – Jul 2022

- I worked as a client service manager for a wedding photography & videography startup.
- I oversaw timetables, made sure there was constant contact, and quickly resolved problems. In my position, I was responsible for gathering client input, educating them, and supporting upselling initiatives.

### **ACADEMIC PROJECT(S)**

#### **Request for Proposal**

- How might we simplify the process of booking pujas and participating in festivals, making it more convenient and accessible for everyone?
- Analyze and Optimize Awareness Stage
- Identify Target Audience: Use data analytics to understand user demographics and behaviors.
- Enhance Marketing Efforts: Utilize targeted ads, SEO, and social media campaigns to reach potential users.
- Improve App Store Presence: Optimize app store listings with keywords, screenshots, and reviews.

#### **Design Thinking**

- Applied Strategy to revamp Urban Company's customer service.
- Through modifying their app and prototyping, created a seamless browsing experience to boost conversions and enhance customer satisfaction.

#### **Managing Online Stores**

- We used shopify to create to create and run an online store for the men's jewellery company Gryyphon. This required developing a user -friendly and aesthetically pleasing website to highlight our offerings.
- We ran google campaigns to maximize website visibility and updated product listings on the website. My abilities in supplier relationship management, website design, and e-commerce were improved by this project.

#### **Social Media Marketing**

#### True Amora - Indian-Style Dating App\*

- Created engaging content including carousels, memes, and regular updates to boost user engagement and brand awareness.
- Enhanced skills in content production, audience engagement, and social media strategy.
- Increased visibility and brand recognition through targeted campaigns and creative storytelling.

#### UX/UI

#### Personal Portfolio – Designed Using Figma

- Designed and developed a personal portfolio website using Figma to showcase UX design and project work.
- Created wireframes, prototypes, and high-fidelity designs with a focus on usability and visual appeal.

#### **CERTIFICATIONS**

Digital skills: user experience	Accenture	2024
The UX design Process for	Accenture	2024
beginner Excel Skills for Business:	Macquarie University (Coursera)	2023
Advanced		

## **POSITIONS OF RESPONSIBILITY**

## JAGSoM, Bengaluru

#### **Member of Admissions Committee**

2023 - 2025

- Planned and executed engagement events such as the JAGSoM Premier League (JPL) cricket match and the JAGSoM Super League (JSL) football match, fostering community spirit and increasing student involvement.
- Organized weekly ASP panel sessions with students serving as shoulder panel members, which streamlined the admission process and improved the quality of interviews for prospective students.
- Facilitated the smooth operation of ASP panels by participating in shoulder panels and addressing issues
  promptly, enhancing the overall effectiveness of the admissions process and receiving positive feedback from
  participants.

## Kendriya Vidyalaya NFC Vigyan Vihar, Delhi

#### School Discipline captain

- Led a team of student prefects to maintain school discipline.
- Organized assemblies and events with staff coordination.
- Mediated conflicts and implemented positive disciplinary measures.
- Communicated announcements between students and administration.

#### **ACCOMPLISHMENTS**

# Competitions and Activities

- Regional level Kho-Kho- 2012
- Intra school relay race 2009

#### **SKILLS**

Problem Solving, Analytical Thinking, Canva, Figma, Excel