

ACADEMIC PROFILE			
PGDM - Marketing	4.9	Jagdish Sheth School of Management, Bengaluru	2025
BA – PES	68.09 %	Mount Carmel College, Bengaluru	2021
Class XII (ISC)	62.75 %	Holy Cross School, Agartala	2018
Class X (ICSE)	79.4 %	Holy Cross School, Agartala	2016
AREAS OF STUDY			
<ul style="list-style-type: none"> Sales Team Leadership, Territory Management, Sales Performance Metrics, Conflict Resolution, Channel Strategy Development, Channel Partner Management, Sales Forecasting, and Channel Conflict Management. 			
INTERNSHIP(S)			18 Months
U&I, Bengaluru	Administrative Intern		Sep 2018 - Mar 2020
<ul style="list-style-type: none"> Contributed as a teaching faculty being in the English department. Served in the administrative capacity of looking into the affairs of the concerned center of the NGO. 			
The Akshaya Patra Foundation, Bengaluru	Administrative Intern		Sep 2019 – Oct 2019
<ul style="list-style-type: none"> Prepared database and reports related to the functioning of the trust. Created curriculum for government schools. Imparted education at government schools. 			
Teamoure Beverages	Business Development Intern		Mar 2024 – May 2024
<ul style="list-style-type: none"> Developed strategies to convert leads into loyal customers. Ensured a seamless journey from interest of purchase and enhanced communication skills to align with consumer preferences and needs and ensured every interaction is impactful. 			
Metvy, IIMB	Team Manager		August 2024 – Present
<ul style="list-style-type: none"> Assisting in identifying and researching potential clients and new business opportunities. Supporting the sales team in daily activities including preparing sales presentations, proposals and contracts. Participating in sales calls and meetings to gain hands-on experience in customer interactions. Developing a deep understanding of the products and services to effectively communicate value propositions to potential customers. 			
ACADEMIC PROJECT(S)			
Design Thinking			
<ul style="list-style-type: none"> Proposed strategic initiatives to revamp 5 star chicken. Utilized user – centric ideation to align with customer needs. Implemented iterative prototyping to refine solutions. Developed a seamless seating experience to improve the dining environment. Aimed to boost sales and enhance overall customer satisfaction. 			
Strategic Analysis and Value Proposition for Samsung and Qualcomm			
<ul style="list-style-type: none"> Conducted in-depth background research on Samsung and Qualcomm, gathering relevant information about their market presence, and product portfolios. Performed a STEEP Analysis to understand the macro-environmental factors affecting Samsung and Qualcomm. Analyzed competitive environment using Porter's Five Forces framework to assess the industry's attractiveness and identify competitive pressures. Developed a 9 Box SWOT (Strengths, Weaknesses, Opportunities, Threats) analysis for Samsung and Qualcomm to identify strategic options. 			
CERTIFICATIONS			
Branding and Customer Experience	IE Business School (Coursera)		2024
Channel Management and Retailing	IE Business School (Coursera)		2024
Excel Skills for Business: Advanced	Macquarie University (Coursera)		2023
POSITIONS OF RESPONSIBILITY			
JAGSoM, Bengaluru	Creative Head – Cultural Committee		2023 - 2025
<ul style="list-style-type: none"> Event Coordination: Managed cultural programs and Doctoral Consortium held at JAGSOM. Oversee the creation of promotional material such as posters, videos and posts on social media. 			
SKILLS		<ul style="list-style-type: none"> Canva, Microsoft Excel, Communication, Leadership, Sales 	