

ACADEMIC PROFILE			
PGDM - Marketing	5.2 CGPA	Jagdish Sheth School of Management, Bengaluru	2025
B.B.A - General	64.69 %	Lovely Professional University, Phagwara	2022
Class XII (BSEB)	61.00 %	Rajkiyakrit Sr. Secondary School, Patna	2019
Class X (CBSE)	83.6 %	Gyansthali High School, Patna	2016
AREAS OF STUDY			
Sales Team Leadership, Territory Management, Sales Performance Metrics, Conflict Resolution, Channel Strategy Development, Channel Partner Management, Sales Forecasting, and Channel Conflict Management.			
INTERNSHIP(S)			3 Months
BRIISK, Hyderabad (Remote)		Business Development Trainee	June 2021 - Aug 2021
<ul style="list-style-type: none">Conducted research and maintained a database of potential clients.Provided personalized insurance advisory services and needs analysis.Managed client relationships and handled administrative tasks.			
ACADEMIC PROJECT(S)			
Design Thinking			
<ul style="list-style-type: none">Collaborated with Louis Philippe (ABFRL) on a design thinking project to address declining sales by enhancing the in-store customer experience.Conducted consultations and research, leading to the proposal of an interactive catalogue system and QR codes for detailed product information, aimed at increasing customer engagement and conversion rates.			
Analyzing process involved in Selecting IRCTC as Key account for Red Hat			
<ul style="list-style-type: none">Analyzed client data and market trends to identify high-potential accounts for focused engagement.Developed a selection criteria framework based on factors such as revenue potential, strategic fit, and long-term partnership opportunities.Conducted detailed assessments of potential key accounts, leading to informed decisions on account prioritization and resource allocation.			
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	Member – Academics Committee2023 - 2025 <ul style="list-style-type: none">Collaborated closely with the program office to support and enhance academic initiatives and activities.Played a key role in organizing and executing the successful convocation ceremony for the 22-24 batch.Managed the committee’s social media handles, creating content and engaging with the audience to increase visibility and participation.		
	ACCOMPLISHMENTS		
Competitions & Achievements		<ul style="list-style-type: none">Assisted in organizing an online gaming event for the Lovely Professional University community as part of the DRAGCON student club.	
SKILLS		Microsoft Excel, Microsoft PowerPoint, Leadership Skills, Interpersonal Communication	