

EDUCATIONAL QUALIFICATIONS			
Degree	Institute/University/Board	% / CGPA	Year
MBA	T. A. Pai Management Institute	4.96	2024-2026
BHM	IHM Chennai, IGNOU	78	2018-2021
HSC	Bal Bharati Public School, CBSE	84	2016-2018
SSC	Bal Bharati Public School, CBSE	7.0	2014-2016
SUMMER INTERNSHIP PROJECT			
Marketing Intern		GrayQuest, Mumbai	Apr 2025 – Jun 2025
Aakash Institute- Pune April 2025- June 2025	• Acted as the key liaison between GrayQuest and educational institutions, facilitating partnerships to offer students no-cost EMI options for fee payments. • Developed and maintained trusted relationships with school and college counselors to support efficient integration of GrayQuest’s fee financing services. • Collaborated with cross-functional teams to track, escalate, and resolve backend issues related to student loan applications and documentation • Marketed GrayQuest’s financing solution directly to parents, crafting need-based messaging to boost awareness, drive adoption, and increase lead-to-conversion ratio. Documentation.		
PROFESSIONAL EXPERIENCE			
Territory Sales Officer		General Mills India, Mumbai	June 2021 – July 2023
South Gujarat – Surat, Navsari, Vapi Jun 2021- July 2023	• Established and led the new customers & line extension initiative, successfully managing the Pillsbury brand Positioning across the Western region of India, including Surat, Navsari, and Vapi. • Expanded customer base to 282 clients, significantly increasing market penetration in South Gujarat through effective strategic B2B sales initiatives and a targeted market entry strategy. Market Presence Enhancement • Supervised 3 Stockists and 5 sub-Stockists, streamlining distribution channels and optimizing procurement processes and providing strategic implementation for monthly purchase orders, stock liquidation, and marketing support. • Achieved a consistent monthly revenue of ₹2.5 Crores by leveraging consumer insights to enhance sales funnel optimization, improve distributor performance, and explore opportunities for product diversification. • Fostered strong customer relationships, ensuring high satisfaction by addressing customer needs promptly, leading to a 95% customer satisfaction rate • Conducted regular field visits to monitor operations, provide on-ground support, and implement growth strategies, resulting in a 20% increase in operational efficiency across the designated territory.		
PROJECTS UNDERTAKEN/ INTERNSHIP			
Ifortis Corp. May - Jun 2021	• Identified potential clients through cold calling, setting up meetings and increasing lead conversion ratio.		
Houseitt, Delhi Oct 2020- Dec 2020	• Cemented client relationships with follow-up phone calls, building trust and ensuring client retention. • Solicited new business via telephone, in-person networking, and online lead generation channels. • Bridged the gap between students and flat owners through an effective Lead Conversion Mechanism.		
The Lalit Hotel, New Delhi Jul 2019 – Oct 2019	• Worked in all the Core departments like F&B services, Housekeeping, 24/7 Bar and coffee shop, front office and food production and completed my training with 100 % attendance. • Received Letter of Appreciation from Departments like F&B, Housekeeping and Front office.		
TRAINING & CERTIFICATIONS			
Google Digital Garage	• Certified in Digital Marketing & analytics and provided comprehensive training in online marketing strategies, data analysis, and digital tools to enhance business growth and engagement.		
TCS ION	• Certified in Basics of Sales Order Management in Supply Chain Management.		
TCS ION	• Certified in of Customer Services.		
The Lalit New Delhi	• Certified by The Lalit New Delhi after completing my Industrial Training, received Certificate for Appreciation.		
POSITIONS OF RESPONSIBILITY			
Co- Convenor , BrandScan	• Achieved a 130% increase in BrandScan applications through strategic marketing and awareness strategies.		



(2025-26)	• Spearheaded a 32+ member team to successfully organize and execute the annual BrandScan event. • Led a team of 45+ members to strategically execute and manage acquisitions of projects from corporate clients. • Liaised 20+ student administration meetings to ensure effective guidance, communication, and issue resolution. • Collaborated with 100+ members to successfully deliver multiple live projects timely, ensuring quality outcomes. • Spearheaded 16+ meetings with potential clients to secure, negotiate, and acquire live projects for BrandScan.
Junior Member – ARC (2024-25)	• Responsible for maintaining the connection with 8000+ Alumni base.
EXTRA-CURRICULAR ACTIVITIES	
Inter-College	• Won first prize for my college state Tamil Nadu for making Swachhta anthem awarded by ministry of tourism govt. of India for participating in sensitization program of cleanliness organized by India Tourism Chennai. • Represented my school and District in a state level Band Competition conducted by ITIHAAS (Indian Traditions and Heritage society) for 2 years (2014& 2016) and was awarded as the Best Instrumentalist Percussion of the year 2016 of my school.
Volunteering	• Awarded for commendable performance as a treasurer member and of rotary interact club of my school which was associated with many NGOs like Goonj & Bhumi.