
EDUCATION

B.A. (Hons) in Political Science,			
Minor in International relations	Ashoka University	2020	2.83/4 CGPA
ISC Class XII Science (PCM-C)	Smt. Sulochanadevi Singhanian school	2017	88%
ICSE Class X	Pawar Public School	2015	91%

WORK EXPERIENCE

peopleHum | *Business Development Associate – Global Partnership team & Direct sales* April 2021 – Present

- Fluent in B2B global sales and partnership cycles for SAAS platforms.
- Had the highest sales conversions in the company for October of 24 demos scheduled and 19 demos conducted.
- Sent across proposals worth \$65,340 since October 2021.
- Signed up 3 partners within 3 months from Indonesia, Vietnam and Fiji respectively.
- Daily KPI's included 30 new cold calls, 30 new emails, 30 social media reach outs and following up on existing reach outs.
- Experienced on using Salesforce and Sales Navigator tools to enhance the sales cycle.
- Advised on enhancing the partnership program by creating a partnership Marketplace for existing clients.
- Trained to market the platform through blog backlinks and social media.
- Authored competitor kill sheets to enhance the current sale cycle.

Be My Franchise | *Management trainee – Sales* Dec 2020 – March 2021

- Successfully completed the franchising training modules and sales training
- Skilled in Brand Mapping, Brand research, project feasibility reports.
- Proficient in PowerPoint and Excel.
- Created a pitch deck for Nstyle international which included 3 different business models, market research, brand mapping and competition research.

TATA TRUSTS (Assam Cancer Care Foundation) | *Summer Internship* Jun 2018 - Aug 2018

- Designed an outreach program incorporating the NSS (National Service Scheme) in raising awareness about cancer among the youth
 - Authored content to be used for raising cancer awareness among adolescents and women
 - Successfully organized the ground breaking ceremony of a primary level cancer hospital in Dibrugarh, Assam. This role included overseeing the live-telecasting of the ceremony and rectifying any technical or logistical failure, while coordinating with the district administration and Assam Medical College to plan the event.
 - Analysed and assembled documents related to cancer research and treatment methodology.
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PROJECTS

Ashoka University Leadership Summit | *organizing committee* Nov 2018

- Led the procurement team for printing and designing banners while coordinating with different vendors to get the orders on time.

Ashoka University Convocation ceremony | *organizing committee* May 2018

- Coordinated between different stakeholders to plan and organize the convocation of graduating batches across 3 different programs at Ashoka University.

Dabbawallas – Campus Entrepreneurship venture Oct 2017- Aug 2018

Dabbawallas is a start-up run by Ashokan students which provides hygienic, packed meals of three different cuisines to the students of Ashoka.

- Influenced the supply chain by making it more efficient, requiring less man power, to meet the demand of campus sales.
 - Won the best entrepreneurial venture award (2018) from Ashoka university.
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POSITIONS HELD

Captain of the Shooting Team | *Ashoka University* May 2019 – April 2020

As Captain of the Shooting Team, I gained insights on the aspects of Mentoring, Team Management and Team Building.

My responsibilities were as follows:

- Trained and Selected players for the shooting team

- Navigated between the shooting team and university administration for all shooting related concerns and procurement of equipment.

EXAMINATIONS AND ACCOMPLISHMENTS

Combined Defence Services Examination (CDSE)

Sept 2019 & Sept 2020

- Successfully cleared the UPSE examination twice and got selected for the Army Service Selection Board (SSB) interview.

Silver Medal | *Mumbai Games*

Jan 2019

- Secured the Champions cup- Silver position at Mumbai games in the 10 Mtr. Air Rifle Shooting event.

Insurance Regulatory and Development Authority (IRDA) Examinations

June 2018

- Successfully cleared the examinations and got certified as an insurance agent.

A1 level German Language course

July 2015 – March 2016

- Completed the A1 level language course with a grade of 'sehr gut' (90 -100%).

Trinity college London

- Qualified Grade 1 examination in Music theory with distinction
- Qualified Grade 2 examination in Music theory & 2 examinations in Keyboard Practical

Nov 2015

Nov 2016