

## EDUCATION

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MBA HR	Symbiosis Institute of Management Studies	April 2018
B.A Economics	Loyola College, Chennai	April 2016

## WORK EXPERIENCE

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**Department Sales Manager – Decathlon Sports India Pvt Ltd** *A Multinational Sports brand looking to make the benefits and sports accessible to the many* [July'19 – September 20]

### Key responsibilities

- Managed the Sales and PnL of team Racquet Sports at Decathlon Applewoods store
- Managed B2B Sales of Decathlon Applewoods store
- Managed Discontinued stock of the store thereby reducing cost of Depreciation incurred on products
- Recruited potential Candidates to join the sales force

**Management Trainee – Learning and Development – Endeavor Careers Pvt Ltd:** *A national private education institution that prepares Business school Aspirants for competitive Examinations i.e CAT, SNAP, NMAT, XAT, etc.* [January'18 – June'19]

### Key responsibilities

- Conduct end to end recruitment cycle for potential candidates
- Verbal trainer to students appearing for B-school examinations like CAT, XAT, SNAP, CMAT, IIFT, and NMAT and undergraduate examinations like CLAT and IPMAT.
- Conceptualizing, Strategizing, and Implementing Online mock examinations for students to get accustomed to the test taking atmosphere
- Identified strengths and roadblocks and developed instructional training techniques to accommodate different learning styles
- Create and Proofread Subject material used nationally at all Endeavor Careers Pvt LTD centers across the country by 3000+ student
- Conduct training Gap Analysis and bridge that gap by conducting remote training sessions and classroom training sessions

**INTERN - WIPRO:** *An Indian Origin IT Multinational Company* [Apr'17 – Jun'17]

### Key responsibilities

- Revamping Of Rewards and Recognition Structure and Optimization of Bench Utilization of Product Engineering Services based on Research of past results of rewards and recognition mechanism adopted by Wipro
- Research of past trends of Bench utilization in the Product Engineering Services Vertical of Wipro and Benchmarking of Respective results in comparison with other verticals of the organization
- Providing Relevant suggestions based on research conducted.

**INTERN – RENAULT NISSAN AUTOMOTIVES INDIA PVT LTD:** *The Indian Arm of the Joint Venture of Japanese and French Automobile Giants Nissan and Renault respectively* [Dec'15 – Jan' 16]

### Key responsibilities

- Understanding the basics of labour laws in the Indian retail automotives industry
- Understanding the compliance laws in place at the organization
- Understanding Good Practices of the organization post merger at Renault Nissan Automotives India Pvt. Ltd.
- Understanding Crisis Management Techniques employed by the organization during the chennai floods

**INTERN – UNITED SPIRITS LIMITED:** *The Largest Hard Liquor Manufacturer of the world at the time of speaking. Now taken over by DIAGEO* [Apr'15 – June' 15]

**Key responsibilities**

- Understanding the basics of labour laws in the Alco beverages industry
- Understanding the compliance laws in place at the organization

**INTERN – BNP PARIBAS MUTUAL FUNDS PVT LTD:** *The Largest Hard Liquor Manufacturer of the world at the time of speaking. Now taken over by DIAGEO* [Apr'14 – June' 14]

**Key responsibilities**

- Understand basics of Stock Market terms like Net Asset Value, Debt based funds, Equity based funds, short selling of stocks, etc.
- Understand marketing and financial Aspects of Institutional Mutual Funds
- Attend Client Meetings with Mentor to understand practical aspect of Institutional Mutual funds

**ACHIEVEMENTS**

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- University Grants Commission National Eligibility Test - JULY 2019
- Hubspot Academy Basics of Digital Marketing - MARCH 2020

**EXTRACURRICULARS**

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- College level Football Player 2016 – 2018
- Intra College 8 Ball pool tournament winner 2017
- Intra College 8 Ball pool tournament runner up 2016 Inter College 8 Model United Nations Organizing Team member 2016 – 2018
- Rotract Team Member 2013 - 2016