

#### CAREER OBJECTIVE

Enthusiastic individual aspiring an opportunity to make the best use of his interpersonal and leadership skills. Being a quick learner; I want to learn more things practically, which will help in my evolution as well as my companies' proliferation.

#### ACADEMICS

Degree	Institute/University/Board	Year	
MBA	LM Thapar School of Management, TIET Patiala, Dera Bassi Campus	2019-21	
B.SC. CSE	DAV College , Guru Nanak Dev University, Amritsar	2015-18	
XII	SBLS, Amritsar (PSEB)	2014	
X	Ajanta public school, Amritsar (CBSE)	2012	

#### WORK EXPERIENCE/INTERSHIP/LIVE PROJECTS

##### **WORK EXPERIENCE (Marketing and Sales Representative | Anytime Fitness Gym, Amritsar | May 2018 – Jun 2019)**

- Market research for the downfall of the gym.
- Surveyed Amritsar fitness folk to collect detailed data to know their preferences in gym and amount they are ready to pay.
- Generated leads from social media handles and convince them to join Anytime Fitness by offering them latest discounted offers.
- Meeting with investors to invest in our gym and grow with us.
- Revert back on old clients who left gym and convincing them to join back by giving offers and commitment of betterment.

##### **INTERSHIP ( SALES EXECUTIVE| CLICK LABS- JUNGLEWORKS| APRIL 2020- JULY2020)**

- Working on inbound/outbound leads doing full process from calling clients, showing demo of product which best fit, telling our offers and about company, sending proposal and invoice to pay and closing the deal.
- Updating all information on company CRM system BULBUL daily and daily 3 hours shift on chat bot of the company
- Mailing and calling all clients who became cold due to any reasons
- Working with core sales team and tackled client all over the world
- Did sales of \$2100 in 1 month which was highest of all interns
- In total 3 months sales \$8500

##### **FUND RAISING INTERSHIP (AIWC| ALL INDIA WOMEN CONFERENCE NGO| DEC 2019 – JAN 2020)**

- Social media marketing for NGO on varies platforms like Face book, Instagram and Quara
- Conducted awareness camps in local colleges/schools
- Generated the generated amount with lot of learning.

##### **Live Project (TAKE A MOOC| Created an online learning platform for college SIP PROJECT | Aug 2019 - May 2020)**

- Conducted MOOC sessions on 5 different modules for free.
- Created Google form and spreader it worldwide and got around 200 responses.
- Conducted online classes on Zoom app, case studies, conducted finally test and finally delivered e certificates who cleared exam.

#### ACHIEVEMENTS

1. All India best cadet 2016 NCC NVAAL WING
2. 2<sup>nd</sup> in All India yachting regatta
3. National level skater
4. 1<sup>st</sup> in debate competition held all Amritsar level
5. One of the best speaker's house of lords event
6. House Captain ( House Sustainables)
7. Participated in various events :
  - Frosh 2k19 (Ad Mad, muscle mad, debate with me)
  - Open sea swimming for 3km in Bhakra Nagal Dam
  - Extempore speaker

#### EXTRA CURRICULAR ACTIVITIES

1. Organisation of events/ head of department
  - Discipline head teacher's day event
  - Discipline head Mudra night fest
  - Organisation team Lohri fest
  - Organisation team Diwali fest
  - Organisational team Mad Night fest
8. Volunteered Events:
  - Frosh 2k19 at LM Thapar School of Management,
  - Motivation speaker in various events
  - Member of orator's club

**CERTIFICATIONS/ COURSES**

Digital Marketing | By Google Unlocked  
Personality development and leadership course

**SOFT SKILLS**

Decision Making  
Leadership skills  
Social Adaptability  
Analytical skills  
Time management  
Man management

**TECHNICAL SKILLS**

MICOSOFT OFFICE  
DIGITAL MARKETING  
SPSS  
SAP  
CRM  
CHAT –BOT