

Professional Experience		24 Months	
ICICI Bank, Surat <i>Deputy Manager, Business Banking Group</i>		June '22-Present	
<ul style="list-style-type: none"> Achieved book growth by over 20% by handling MSME Surat clients spanning over 10+ different business sectors Analyzed financial performances and developed projections of clients for submitting loan proposals to sanctioning authority Maintained CEO/CFO level relationships with clients and acted as liaison between clients and 5+ different verticals of the bank Managing portfolio of INR 400 million across diverse industries including textile, printing, diamonds and jewelries 			
RUSBM Studio, New Delhi <i>Cofounder & Marketing Head</i>		March '20-July '20	
<ul style="list-style-type: none"> Led team of 7 marketing interns for market research, creative marketing ideas execution and monitoring of different domains viz digital marketing, web development, blog write-up for the firm Formed think tank of 14 professionals to create a multi-disciplinary and trans learning team to come up with a sustainable solution Spearheaded promotion of RUSBM Studio in International CogX Festival 2021 and executed a Podcast published on Spotify Approached and leveraged 40+ new clients and collaborated with 140+ builders by attacking the hot leads with cold calls and dealing with cold leads with email marketing 			
Design 21, Gurgaon <i>Architect</i>		July '19-March '20	
<ul style="list-style-type: none"> Managed end to end deliverables including construction and working drawings for 3 residential and 2 commercial projects Solely responsible for handling site supervision, documentation and quality control of work for performance mapping purposes 			
Education			
Year	Qualification	Institute	CGPA / %
2020-2022	PGDM (Marketing + Operations)	Management Development Institute Murshidabad	7.07
2019	B.Arch.	Faculty Of Architecture, AKTU, Lucknow	61.9%
2013	XII, CBSE	S.D. Adarsh Vidyalaya, Gurgaon	80.4%
2011	X, CBSE	S.D. Adarsh Vidyalaya, Gurgaon	9.6/10
Summer Internship			
Cadila Pharmaceuticals Ltd. – Marketing Intern		April 2021-June 2021 (12 weeks)	
Title: Digital Marketing and Product launch strategy			
<ul style="list-style-type: none"> Analyzed trends through visual charts, growth opportunities of agro based products in PAN India and analysis of TAM Implemented digital marketing techniques to boost the follower base by 300% (LinkedIn) and 150% (Instagram) Created 2 new Product strategies named as Biostimulant and Metarhizium Anisopliae for new product lineup for the company 			
Other Internships/Live Projects/Training			
Next Meet – Marketing Executive		Jan '21- Apr '21 (13 Weeks)	
<ul style="list-style-type: none"> Worked on business development, creating awareness, and communicating target audiences through the GTM launch plan Organized and hosted 3 National 3D avatar-based events for the Next Meet platform along with anticipating the bottlenecks Liaised with event coordinators of 10+ companies to collaborate for the online virtual 3D-based avatar event to promote NextMeet 			
Design 21, Gurgaon		March '19 – May '19 (12 Weeks)	
<ul style="list-style-type: none"> Involved in design development and modification exercise to incorporate local bylaws and client specifications 			
Architect Rajiv Desai, Goa		July '17-Dec '17 (26 Weeks)	
<ul style="list-style-type: none"> Designed and drafted traditional local Goan architecture including resorts, schools and residences along with site visits 			
Professional Certifications			
<ul style="list-style-type: none"> Lean Six Sigma Certification (KPMG, India) 2021 - Learnt DMAIC and DMADV methods, Process control, SIPOC and KANO Model Certificate course on Big data & Business Analytics (Neoma Business School, France) 2021 10 hour workshop on Advanced Excel, Power BI, Tableau and Power Point (<i>Havish M. Consulting</i>) 2021 An entire MBA in one course: Award winning Business School Prof by Chris Haroun (<i>Udemy</i>) 2020 - Studied Venture capital, financial capital, financial statements and ethics Introduction to Marketing by University of Pennsylvania (Coursera) 2020 Registered Architect with Council of Architecture, Government of India (Till 2028) 2020 			
Position of Responsibility			
MDI Murshidabad	<ul style="list-style-type: none"> Student Coordinator, Cultural Committee, MDI Murshidabad, India 2021-Present - Conducted several successful online events during Covid-19 for the college with 250 footfall 		
Toastmaster Club	<ul style="list-style-type: none"> Member, MDIM Toastmaster Club, MDI Murshidabad, India 2021-Present - Selected as Toastmaster of the day in the first prepared speech amongst 18 participants 		
Achievements and Extra-curricular			
National Finalist	National Finalist in The Coolest Mind by NMIMS, Mumbai		2021
Faculty of Architecture	ZONASA-16 held at Invertis University, Bareilly, India		2015
	-Ranked first among 80 participating colleges of Zone-4, NASA, India		
State Level Chess	State level participation in Haryana State Chess Association, Haryana, India		2009
District Winner	Second position in District level U-17 Chess Competition , Gurgaon, Haryana, India		2009
Rank 53	Ranked-53 in UPSEE 2014 examination amongst all applicants		
B-school exams	94.3 percentile in CMAT 2020 with 99.9% percentile in Quant section and 96 percentile in MHCET 2020		
Organizer	Led college team in “Utkarsh”, “Shauryotsav” and “Zeal” in BBD, IET and IILM Lucknow respectively		