

Udit Narayan

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SUMMARY

• Motivated and people-oriented management professional with an MBA, equipped with strong communication skills, team collaboration experience, and a customer-focused mindset. Known for building positive relationships, presenting ideas clearly, and contributing meaningfully in group settings. Experienced in handling academic and real-world projects that required strategic thinking, coordination, and problem-solving. Looking to contribute to a dynamic organization where I can apply my interpersonal skills, business understanding, and enthusiasm for learning to create meaningful impact.

PROFESSIONAL EXPERIENCE

Management Trainee, Oben Electric, Bengaluru, India

- Supporting the sales and operations team in streamlining dealership processes and managing backend workflows through Salesforce.
- Coordinating with internal teams to ensure smooth order processing, inventory management, and timely deliveries to customers.
- Assisting in lead tracking, follow-ups, and customer lifecycle management using Salesforce CRM tools.
- Collaborating with cross-functional departments to improve operational efficiency and customer service delivery.

EDUCATION

Master of Business Administration, Marketing & Finance

Oct 2023-May 2025

Pranveer Singh Institute of Technology, Kanpur

Bachelor of Science – UNIVERSITY- Dr. Bhim Rao Ambedkar University Agra

April 2016- 2020

AWARDS & ACHIEVEMENTS

Winner – VISHLESHAN Case Study Competition, PSIT

Led a team in a strategic business analysis challenge, presenting actionable solutions that were recognized for originality and impact.

Finalist – Student of the Year, PSIT

Shortlisted among top MBA students for academic excellence, leadership qualities, and active participation in campus initiatives.

PROJECTS

E-Kirana – Local Vendor Integration Platform

2024

Collaborated with a team to design and present a user-friendly digital platform connecting 200+ local vendors with customers. Focused on improving vendor visibility and customer experience.

SWADISH – Food Truck Business Optimization-

2024

Worked closely with food truck owners to understand challenges and co-develop a practical solution to enhance service, reduce costs, and improve revenue.

CERTIFICATIONS

NISM SEBI Investor awareness certificate

2025

RESEARCH WORK

Macroeconomic Research – Impact of Economic Factors on Indian Stock Market –

2024

Contributed to a detailed study analyzing how GDP, inflation, interest rates, and global events affect the Sensex. Focused on simplifying complex financial data into clear insights and co-presented findings in an academic setting, strengthening communication and presentation skills.

SKILLS & INTERESTS

Technical Skills

: Data Analysis, Data Visualization, Advanced Excel, SQL, Workflow Optimization, Reporting and Dashboards

Interpersonal Skills

: Communication, Stakeholder Communication, Team Collaboration, Customer Engagement, Presentation

Analytical Skills

: Trend Analysis, Customer Behavior Analysis, Problem-Solving, Process Optimization, Sales Data Interpretation

Management Skills

: Task Scheduling, Progress Tracking, Inventory Management, Team Leadership