

Chhavi Saini

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Internships

Summer Internship | Management Trainee

Jun 2025 – Aug 2025

Mozo Hunt Pvt. Ltd. | Remote

- Successfully completed a **1.5-month Management Trainee internship** at **Mozo Hunt Pvt. Ltd.**, focusing on strategic subscription sales and customer acquisition.
- Developed strong **client engagement skills** and contributed to **expanding the company's customer base upto 7%** through targeted sales initiatives.

Key Learnings: Sales Strategy, Customer Acquisition, Business Development, Communication

Summer Internship | Management Trainee

Apr 2025 – Jun 2025

Skilled Sapiens | Remote

- Successfully completed a 2-month Management Trainee internship at Skilled Sapiens, **contributing to sales and operational tasks**
- Demonstrated strong eagerness to learn and actively supported team initiatives

Key Learnings: Adaptability, Communication, Real-world Business Exposure

Projects

Brand the Unbranded - Fresh Feels | Lovely Professional University

Aug 2024 – Sep 2024

- **Conducted market research** to evaluate customer preferences, improving product design and promotional strategies.
- **Designed and implemented a financial plan** for inventory management, **resulting in a 13% increase in sales efficiency.**

Drop Shipping Project – ABMB Shop | Lovely Professional University

Aug 2025 – Sep 2025

- **Launched and managed a drop shipping store (ABMB)**, generating **~₹5,000 in revenue** through curated product selection, order fulfilment, and customer handling.
- **Increased page visits and conversions** by leveraging **social media marketing**, including targeted reels, product showcases, and engagement strategies to boost clicks and sales.

Certificates

Google Analytics Certification- *Google*

Sep 2025

Introduction to Digital Marketing Fundamentals- *Simplilearn*

Sep 2025

Basics of Digital Marketing Analytics- *Uniathena*

Oct 2025

Technical Skills

- **Software & Tools:** MS Excel, MS PowerPoint, MS Word, Canva, Shopify
- **Professional Skills:** Effective Communication, Time Management, Problem-Solving, Adaptability

Education

Lovely Professional University, Punjab

Since 2024

Master of Business Administration, CGPA-7.88

Phagwara, Punjab

Gargi College, Delhi University

2020 – 2023

Bachelor of Commerce (Honors), CGPA-7.61

Delhi