



ABOUT

Adaptable management trainee with strong analytical skills and a proven ability to learn quickly in dynamic environments. Performance-driven leader, committed to driving growth, efficiency, and continuous improvement

Education			
Degree	Institution/University/school	%/ CGPA	Year
MBA	IILM University, Greater Noida	Present	2024-2026
BBA Hons	GLA University, Mathura	74%	2020-2023
12th	Delhi Public School, Agra	75%	2018-2020
10th	Delhi Public School, Agra	60%	2017-2018

SUMMER INTERNSHIP

Finance Intern **SMC GLOBAL SECURITIES LTD, DELHI** MAY 2025- JULY 2025

- Built a strong foundation in equity, debt, derivatives, mutual funds, and market operations, with exposure to broking, wealth management, and financial advisory services.
- Gained hands-on experience through mock trading simulations, live market data analysis, and portfolio management systems, including portfolio construction and evaluation.
- Worked on case studies of client advisory strategies, preparing sample investment plans aligned with different risk profiles and financial goals.

WORK EXPERIENCE

BUSINESS DEVELOPMENT CONSULTANT **PLANETSPARK, GURGAON** FEB 2023 – MAY 2023

- Achieved 120%+ of monthly sales targets, contributing to a 15% increase in regional revenue during the tenure.
- Conducted over 250+ consultations with parents, maintaining a 35% conversion rate, exceeding the team average
- Guided parents on child development and public speaking, directly influencing enrollment decisions for 40+ students.
- CLIENT INTERACTION: Built and nurtured strong relationships with clients across the United Kingdom region, fostering trust through effective communication, cultural awareness, and personalized consultation

LIVE PROJECTS

Comparative Analysis of SMC Global Securities Ltd. with Other Stockbrokers

- Compared SMC Global's performance with full-service and discount brokers (ICICI Direct, Sharekhan, Zerodha, Upstox, etc.).
- Analyzed brokerage models, digital platforms, client services, and research capabilities.
- Suggested strategic recommendations to improve competitiveness and digital adoption

HCL Tech - Business Analytics

- Cleaned and prepared business data using **Advanced Excel** (TRIM, CLEAN, IFERROR, Remove Duplicates).
- Performed **EDA and regression analysis** using Pivot Tables, Pivot Charts, and Excel formulas.
- Built **interactive dashboards and automated reports** using slicers, conditional formatting, and What-If Analysis.

ACADEMIC PROJECTS

Working Capital Analysis of Marico Ltd.

- Examined liquidity ratios, cash conversion cycle, and credit terms to assess working capital efficiency.
- Identified key challenges in inventory management, receivables collection, and supplier payments.
- Recommended strategies to optimize cash flow, enhance liquidity, and strengthen supplier– customer relationships.

CERTIFICATIONS

- EMOTIONAL INTELLIGENCE (Value Added Course) 04/2021 - 05/2021
- APPRECIATION LETTER (Hover Robotix - Mr. Munish Jindal)

SKILLS

- MS Word
- MS PowerPoint
- MS Excel
- Strategic Decision Making
- Responsive to new challenges
- Critical Thinking
- Power BI (Beginner)

POSITION OF RESPONSIBILITY

- SPORTS CLUB AT IILM - SOCIAL MEDIA (HEAD), EVENT CORDINATOR
- PHOTOGRAPHY CLUB - PRESIDENT

ACADEMIC & COCURRICULAR ACHIEVEMENTS

- INTER-HOUSE BADMINITON COMPETITION (WINNER)
- PARTICIPATED IN AD MAD SHOW (MARKETING)
- FINTAMBOLA – 1ST RUNNER UP
- PARTICIPATED IN ROLE PLAY (HR)