

PROFILE SUMMARY

Driven by what remains unexplored within me, constantly pushing beyond what I already know; guided by curiosity, analytical thinking, an eagerness to learn, adapt, & turn patterns into purposeful action.

PROFESSIONAL EXPERIENCE

Operations Manager, Vikalp Hospital Apr 2024 – May 2025

- Replaced the manual attendance register with a self-built platform for 30+ staff, cutting register work to zero & ending salary-day attendance disputes with a live dashboard
- Planned rosters & operation theatre schedules using attendance & footfall data, cutting workflow delays by ~15%
- Ran procurement, from medicine tenders to vendor evaluation & bill clearance, keeping downtime & purchase costs low

INTERNSHIP

Sales & Business Development Intern, INME Learning Apr 2026 – June 2026

- Closed 22 enrolments worth ₹18 lakh+ in booked revenue from 2,500+ outbound calls, twice winning Top Performer of the Week with a company-record 146 connects in a day
- Built the Inme Suite of extensions & HTML tools, cutting per-call admin from ~10 min to under a minute
- Built a pitch matrix & 3 buyer personas from ad demographic data, sharpening targeting around mothers 35-44 as key decision-makers

ACADEMIC PROJECTS

- CTC Analysis Project:** Ran EDA, clustering & regression on a CTC dataset to find salary patterns across streams, tested the effect of internal marks on compensation & built 5-10 year trajectory estimates by specialisation
- Growth Analysis of Foodpanda:** Tested revenue hypotheses using Chi-Square, Mann-Whitney U & multiple regression ($R^2 = 0.41$), then recommended upselling levers through a Power BI dashboard

QUALIFICATIONS

Degree	Institute/ University, City	%/CGPA	Year
PGDM	Great Lakes Institute of Management, Gurgaon	3.68/4	2027
B.Sc. (General)	Chhatrapati Shahu Ji Maharaj University, Kanpur	65.22%	2024
12 th	B.S.S. Education Centre, Kanpur	72.60%	2020
10 th	Pt. Deen Dayal U.S.D.V., Kanpur	86.33%	2018

KEY SKILLS

- TEAM LEADER
- SALES & NEGOTIATION
- MARKET RESEARCH
- PROCESS AUTOMATION
- STAKEHOLDER MANAGEMENT

CERTIFICATES

- Advanced Certificate in Digital Marketing & Communication | MICA Ahmedabad | 2026 | 26 weeks
- CCC (Course on Computer Concepts) | NIELIT Delhi | 2024 | 12 weeks

AWARDS & ACHIEVEMENTS

- Top Performer of the Week x2, INME Learning, 2026
- Dean's Merit List x2, 1st Year PGDM, Great Lakes Gurgaon, 2025-26

POSITIONS OF RESPONSIBILITY

- President, MarQuest- The Marketing Club of Great Lakes Gurgaon, 2026
- Head SPOC Social Media, Crest 2025 – The Annual Management Fest of Great Lakes Gurgaon, 2025

EXTRA-CURRICULARS

- Built marquest.in, the live website of MarQuest, GLIM's marketing club, now the club's public face for events & recruitment, 2026
- Built & scaled Yukki Music Bot, an open-source Telegram bot, to 250,000+ groups, 20M+ users & 1,300+ GitHub stars, later sold for ₹6 lakh, 2021-25

LANGUAGES

- English
- Hindi