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### **Objective:**

Dynamic MBA candidate with 1 year of experience in GST return filing and mastery of Tally Prime, coupled with a strong foundation in the marketing industry. Poised to apply analytical acumen, strategic thinking, and leadership capabilities to marketing strategy roles, driving transformative business solutions and fostering sustainable organizational growth.

### **Education:**

**Post Graduate Diploma in Management (PGDM) 2023-25 Batch**

**Approved by A.I.C.T.E. passing in May 2025**

**MKES Institute of Management Studies & Research**

- **Relevant Coursework:** Corporate Strategy, Strategic Management, Marketing Analytics, Operations Management, Media and Communication.
- **GPA:** 8.71
- **Honors/Awards:** Received Best Research Paper Award- Titled "Analysis of Equity as an Asset Class over a decade 2014-2023"

### **Bachelor of Commerce in Banking and Accountancy:**

- **University of Mumbai - April 2021**
- **GPA:** 8.17

### **Professional Experience:**

**Accountant at Light Speaks (Part Time)**

**Duration:** August 2023 to August 2024

- Handled GST return filings and data entries at Light Speaks, managing financial records with precision and compliance. Reduced operational inefficiencies by optimizing the data entry process and ensuring timely GST submissions.

### **Skills:**

- **Analytical Skills:** Data Analysis, Market Research
- **Technical Skills:** Proficient in Tally Prime, Excel, and GST filing software, with a working knowledge of Tableau for financial analysis and data visualization.
- **Management Skills:** Skilled in strategic planning, leadership, team collaboration, and project management, with strong communication skills to drive initiatives and foster successful team dynamics.
- **Communication Skills:** Business Writing and Negotiation
- **Languages:** English, Hindi, Marathi and Gujarati.

### **Certifications:**

- Harvard Manage Mentor: Marketing Essentials, Harvard Business School, June-2024

- Social Media Marketing, HP Life, April 2024
- Selling Online, HP Life, April-2024
- Your Target Audience, HP Life, May-2024
- Unique Value Proposition, HP Life, May-2024
- Customer Relationship Management, HP Life, April-2024
- Setting Prices, HP Life, April-2024
- Marketing Benefits vs. Features, HP Life, April-2024
- Management Communications, Harvard Business School, February-2024
- Decision Making, Strategic Thinking, Innovation and Creativity, Leading People, Negotiating, Harvard Business School, December-2023
- Planning Communication, Presenting in Business, Harvard Business School, November-2023
- Basic AI, Sacred Heart College, November-2023
- Advanced AI, Sacred Heart College, December-2023

## **Summer Internship Project:**

**39 Solutions LLP**

**Duration: 22<sup>nd</sup> April 2024 to 30<sup>th</sup> June 2024**

**“Strengthening Sales and Market Operations for 39 Solutions LLP”**

- Converted potential clients into successful sales using the provided database.
- Gained hands-on experience in sales, negotiation, and customer relationship building.
- Worked closely with a business consulting firm, enhancing client engagement and business development strategies.
- Awarded Best Team Member of the Month" (May 2024) for exceeding sales targets and contributing to team success.

## **Social Internship - S.H.A.R.E (Socially Aware Humanitarian Action for Responsible Enterprise) Project:**

- Conducted in-depth research on the NGO's mission, vision, and activities through website and social media analysis.
- Gained insights into the social and cultural context of the NGO's operational environment.
- Evaluated the NGO's major milestones, key achievements, and community impact.
- Analyzed the NGO's internal organizational systems, including governance and project management.
- Assessed the NGO's target beneficiaries and the effectiveness of programs aimed at improving their welfare.
- Identified and compared other NGOs working locally, nationally, and internationally on similar causes.
- Researched best practices in the NGO sector and recommended improvements for greater impact.
- Compiled and presented findings to provide strategic insights for the NGO's operational enhancement.

## **Live Project:**

**FinXpert**

**Duration: 29<sup>th</sup> January to 11<sup>th</sup> March 2024**

**“Analysis of equity as an asset class over the decade 2014-2023”**

- Conducted risk and return analysis of equity as an asset class from 2014 to 2023.
- Focused on indices: SENSEX, Small Cap, Mid Cap, BSE 200, and BSE 500.
- Data sourced from the official BSE website in CSV format.
- Organized data in Excel for comprehensive statistical analysis.
- Utilized correlation to measure relationships between asset classes and SENSEX.
- Analysed long-term patterns using trend lines.
- Assessed risk and return metrics to evaluate the performance of each asset class over time.

## **Leadership and Extracurricular Activities:**

- Led One day at Bscool, which resulted in successful event execution.

## **Awards and Honors:**

- Best Team Member of the Month, 39 Solutions LLP, May 2024
- Best Research Paper Award for "Analysis of Equity as an Asset Class Over a Decade (2014-2023)", International Conference on Accounting, Business, Economics & Finance (ICABEF 2024), July 5, 2024

## **Interests:**

- Traveling, which highlights cultural awareness
- Art and Painting, which showcases creativity and attention to detail
- Swimming, promoting discipline and physical well-being
- Cooking, emphasizing patience and culinary creativity