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**Career Objective:** Driven by a strong foundation in BMS specializing in e-commerce operations, I am pursuing a PGDM to master business analytics and transform data into actionable insights. I aspire to contribute to forward-thinking organizations by combining strategic decision-making, cutting-edge analytical techniques, and leadership acumen to solve complex business challenges and foster sustainable growth.

## Education:

**Post Graduate Diploma in Management (2024-26 Batch) – Pursuing**

**MKES Institute of Management Studies & Research**

Specialization: Business Analytics

AICTE Approved 2-year Full-Time programme

**Relevant Coursework:** FSA, Business Statistics, Business Intelligence, DADM, SQL, ML/DL, Python, Big data.

**BMS (e-Commerce Operations) - CGPA: 8.86 CGPA**

**MKES Khandwala College, Mumbai (March 2024)**

- **Relevant Coursework:** Advanced Excel, MIS, Digital Marketing, Soft Skills, FMO & LMO.

**Higher Secondary Education (12th) - Percentage: 78.33%**

**JES College, Mumbai (May 2021)**

**Secondary School Education (10th) - Percentage: 60.40%**

**St. Xavier's High School, Mumbai (March 2019)**

## Skills:

### Technical Skills:

- **Data Analysis and Visualization (Dashboards on Excel, What-if analysis)**
- **Programming and Statistical Tools (e.g., Python, SQL, LOOKUPS Formulas in Excel, VBA)**
- **Business Intelligence Tools (e.g., Tableau, Power BI, Cloud Computing)**

### Soft Skills:

- **Problem-solving and Critical Thinking**
- **Effective Communication and Collaboration**
- **Leadership and Team Management**
- **Adaptability and Resilience**

**Languages:** Proficient in English, Hindi, and Marathi, with strong communication skills across diverse linguistic and cultural contexts.

**SIP Project:****GoBrisk Technologies****8<sup>th</sup> May To 8<sup>th</sup> July 2025 - Data Analytics and Market Expansion for an Indian Fintech Company**

Designed and executed an end-to-end, data-driven lead generation strategy for a B2B fintech firm, focusing on the Indian exporter market. Developed a targeted database of thousands of potential customers by ethically web scraping global e-commerce marketplaces. Managed the entire data lifecycle within HubSpot CRM, performing rigorous data cleaning, standardization, and enrichment to create a high-quality, actionable asset. Activated the refined data through personalized email marketing campaigns that successfully outperformed industry engagement benchmarks, creating a scalable customer acquisition model.

**Internship Project:****Amplispot Technologies****15<sup>th</sup> Oct To 1<sup>st</sup> Dec 2023 - Data Cleaning & Overseas Client Management**

During my third-year BMS (E-commerce Operations) internship at Amplispot Technologies, I specialized in data cleaning to ensure accuracy and integrity for business analytics. Additionally, I assisted in managing overseas client communications, enhancing global customer relationships, and streamlining project deliverables.

**Work Experience:****GoBrisk Technologies****6 Months - Intern Business Management**

As an Intern in Business Management in the operations sector, I managed payouts, maintained the company portal, and ensured seamless financial processes. My role also included developing marketing plans, generating leads using advanced Excel, and supervising interns' daily operations. Additionally, I managed the company's digital handles, contributing to content strategy and successfully verifying their Instagram account.

**Academic Projects:****S.H.A.R.E****Nov-Dec 2024**

As part of the SHARE project, I collaborated with the ML Dhawale Trust NGO in Palghar to design and implement a cost-effective stock management system using Excel, saving ₹75k in expenses. The system streamlined resource tracking and inventory processes, while I conducted hands-on training sessions for nurses to ensure efficient usage. The solution was provided free of cost, with maintenance support committed for the following year to ensure sustainability.

**Achievements:**

- I secured the gold medal in the G.K Olympiad at the school level.
- Completed Certification in Harvard Courses [Finance, Management Communication, Quantitative Methods, Spreadsheet, Financial Management].

**Extracurricular Activities:**

- Member of Rotaract Club at MKES Khandwala College.
- As a volunteer at ML Dhawale Trust Palghar, I contributed to Maintaining the system and teaching nurses and staff about it.