



Career Objective

Passionate about marketing and customer engagement, with knowledge of lead generation, B2B and B2C sales, and CRM tools like HubSpot. Focused on building strong customer relationships and enhancing brand value.

Course/Board	College, University/ School, Location	CGPA /%	YOP
MBA, Marketing and Operations Gitam University	Gitam School of Business, Visakhapatnam	7.7	2025
B.com (Gen), AU	Sri Boddu Krishna Degree College, Vizianagaram	7.8	2023
XII, State Board	Sri Boddu Krishna Junior College, Vizianagaram	9.0	2020
X, CBSE	The Sun School, Vizianagaram	68%	2018

Summer Internship

Market Research Intern

Kansai Nerolac Paints

May-June'2024

- Conducted market research on architects to understand the brand preferences.
- Engaged with more than **100** architects to gather insights on product usage and preferences.
- Analyzed research data to understand architect's product usage, preferences, and purchasing decisions.
- Facilitated a key sale for an upcoming project in Amravati.

Certifications

- Certificate of merit in **Tally Prime**, offered by Datapro academy **2021**
- Certificate on **Sales Training-Building your Sales Career**, offered by hubspot academy **2024**
- Certificate on **Sales Training-Techniques for a Human Centric Sales Process**, offered by hubspot academy **2025**

Managerial Skills

- Negotiation skills
- Customer relationship management
- Persuasive Communication
- Trend spotting
- Purpose- Pioneer

Technical Skills

- HTML
- Canva

Achievements & Awards

- Secured IIRank in XII and was awarded a trophy by the school. **2020**
- 25% Scholarship acquired in Gitam through GAT. **2023**
- Selected as Ground Staff at Indigo Airlines from over **250+** candidates through a competitive recruitment process. **2022**
- Achieved a milestone by generating **₹2 lakh** in sales from an architect during my internship at Nerolac Paints.
- Honored as '**Best Volunteer**' by **NSS Organization** at Hidden Sprouts One Day Camp for outstanding service and leadership. **2024**

Position of Responsibility

- Team Lead, GITAM Excellence Meet (GEM)
- Led a team to promote the event by driving ticket sales. Successfully sold **200+** tickets, showcasing leadership, sales, and marketing skills.
- Event coordinator :Trip to Kashmir**
-Handled 100+ Jain international trade organization (**JITO**) members for the overall trip.

Extra-Curricular Activities

- NSS**: Participating in NGO activities involves engaging with various communities to support social initiatives like awareness campaigns, educational programs.
- GEM FEST**: Collaborated with the team as a Marketing and Sales Associate in organizing the event.
- Prepared** and decorated baked goods for college events, showcasing creativity and precision.
- Spearheaded the planning and execution of a college fest attended by **2000+** students.

Interests

- Designed a website Titled “music”, worked on it using my UI, UX, HTML, CSS3 skills.
- Cooking- Italian, Chinese, Indian, Mexican.
- Traveling-Explored various states in India. MH, CG, KL, WB, KA.
- Dancing-Western.
- Content Creation.