

Himanshoo Dinesh Sahada

Male, 25 years old

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Work Experience		25 Months	
Puranik Builders Pvt Ltd, Assistant Manager		April 2018 – Present (3 months)	
Strategy - Channel Sales	<ul style="list-style-type: none"> Strategize the existing Channel Sales and other sales verticals with the help of past data Cost monitoring and optimization of the Channel Sales vertical Implementation of 'Purple Bulletin', the newspaper for the Channel Partners for target marketing Prepared a dashboard in Excel and Tableau for monitoring the performance of Channel Partners and Channel Source Managers based on their KPI such as conversion ratio, bookings, walk-ins 		
HR Mentors, Faculty		May 2015 – June 2016 (13 Months)	
Faculty	<ul style="list-style-type: none"> Took lectures on Quantitative Ability, Data Interpretation and Logical Reasoning for Common Aptitude Test, Common Examination Test and Campus Recruitment Test Conducted doubt sessions of assignment and mock tests 		
Content Developer	<ul style="list-style-type: none"> Involved in proofreading of study material and analysis of mock tests for the improvement of test quality Made solutions for the assignment books of Quantitative Ability and Logical Reasoning 		
Vishvaraj Infrastructure Limited, Business Development Trainee		June 2014 – Feb 2015 (9 Months)	
Business Development	<ul style="list-style-type: none"> Conducted due diligence of projects under survey of worth 200 – 300 Cr. of road and water sector Built and maintained relationship with clients & partners Assisted in overall preparation of tender documents for RFQ and RFP submission (online & offline) Assisted in all the Business Development activities, new initiatives like Rejuvenation of Ganga Plan 		
Summer Internship		2 Months	
Rajshree Bio Solutions, Market Research		April 2017 – May 2017 (2 Months)	
Market Research of Bio Products in Nashik Dist.	<ul style="list-style-type: none"> Worked on the market research of bio-products in the Nashik district as a part of Marketing Team of Rajshree Bio Solutions Collected 176 sets of data through a questionnaire which included distributors and retailers 		
Deliverables	<ul style="list-style-type: none"> Product Placement Strategy and Promotional Strategy by learning the cropping pattern of different which are cultivated in Nashik Analyzed the collected data with SPSS software and gave the possible recommendations 		
Academic Qualifications			
Degree/Examination	Year	Board/University	%/CGPA
PGDM	2016-18	Indian Institute of Management Tiruchirappalli	2.73/4.33
B.Tech (Civil)	2014	NIT, Nagpur	7.18/10
Class XII	2009	Maharashtra Board	71.33 %
Class X	2007	Maharashtra Board	81.07 %
Positions of Responsibility			
Sports Committee Member	<ul style="list-style-type: none"> Led the contingent of IIM Trichy (125 members) for Sangram – the Inter-IIM sports event in 2016-17 Organized the intra-college sports event Aarambh, BCL, ITFL & Adios with inclusion of new event Ranneeti and monthly Sports Newspaper in academic year 2016 – 17 		
Vice – President	<ul style="list-style-type: none"> Organized Krikmania in year 2013 - 14, leading a team of fifteen members as Vice – President, and encouraged a higher participation with 16 teams participating for the first time in the competition 		
Treasurer	<ul style="list-style-type: none"> Handled the cash inflows and outflows of INR 200K for Krikmania 12' – 13' in academic year 2012 - 13 as Treasurer and also ensured efficient cost cutting 		
Academic & Extra-curricular Achievements			
Academic Achievements	<ul style="list-style-type: none"> Lean Six Sigma certified Completed Training on 'Cost effective Housing Technologies' in NIRD, Hyderabad 		
Extra-curricular Achievements	<ul style="list-style-type: none"> Represented College Cricket team in 'All India Inter NIT Sports Meet' at NIT TRICHY NCC Cadet from 2004 - 2006, with level 'A' certification in which experienced the disciplined life of Armed Forces in India through various drills in parade, social services, camps and rifle shooting 		
Academic Projects			
Operations Management	<ul style="list-style-type: none"> Completed project on explaining the concept of Bullwhip Effect in a supply chain by creating a hypothetical situation of demand of meth in 2008 Olympics 		
Operations Strategy	<ul style="list-style-type: none"> Project on empirical study of design of Operation System of VECV and transforming operational operation in the wake of changes to the external environment. 		
Live Project	<ul style="list-style-type: none"> Project on analysis of the construction and construction equipment industry in India 		