

Jaskaran Singh

Marketing

To associate with a progressive organization where I can improve my technical and managerial skills while pursuing a challenging career. I want to be a part of the team that excelled in work towards the achievement of goal which in the process will satisfy my craving for learning.

Contact

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Skills

Cold 

Calling 

Verbal and
written 

communication 

Relationship 

building and 

management 

MS Office 

Work History

2020-01 -

2020-03

Business Development Manager

Rahul Sharma, Mumbai Andheri, Maharashtra

- Offered each customer top-notch, personal service, and polite support to boost sales and customer satisfaction.
- Worked to build relationships with customers and build potential for additional sales by guiding the clients to choose the perfect course.

Education

2018-08 -

2020-04

Masters of Management Studies: Marketing

GNIMS - Matunga

- Member of ISEC (Innovation Start-up and Entrepreneurship Cell). Help students across my college to initiate startups with platform fundings and other resources.
- Student body member of GNIMS Alumni Association.
- Team member for organizing Entrepreneurship event with IIT Kharagpur at GNIMS Campus.

2014-06 -

2017-04

Bachelors of Management Studies: Marketing

R.M.C - Bhayandar

- Worked on various presentations along with the team as well as individual.
- Participated in the brand marketing initiative for Colgate where I had to visit all the allocated stores in Gujarat to examine the shelf space for Colgate.

Languages

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|---------|-----------|
| English | ■ ■ ■ ■ ■ |
| Hindi | ■ ■ ■ ■ ■ |
| Punjabi | ■ ■ ■ ■ ■ |
| Marathi | ■ ■ ■ ■ ■ |

Accomplishments

- Submitted a Research Paper in an international conference W.P.M.C 2019.
- 2nd Runner up in Bombay Management Association 2019.
- Business Modeling Using Business Model Canvas (BMC).
- Multi Business Model Innovation Approach in a Business.

Internship/Projects

International Summer Internship Company:

Aarhus University, Denmark

Project title: Multi Business Model Innovation

Responsibilities Handled:

- Studied different business modeling approach on Multi Business Model Innovation.
- Worked with Midtjyllands Airport (Karup) solving their business problem to increase the customer flow with little to no investment.

Project Tenure (in months): 1.5

Additional Projects Undertaken Company:

Vedanta Aluminum

Project title: Rightsizing aluminum division of vedanta

Responsibilities Handled:

- Worked with GNIMS Team in Dandekar Trophy's vedanta problem
- Proposed an approach to right size Vedanta's Jharsuguda Plant

Project Tenure (in months): 1



Certifications

| | |
|----------------|---|
| 2019-07 | CGC TBMI Summer School in Multi Business Model Innovation, Denmark |
| 2018-07 | Erasmus+ Training Bootcamp of the Zoon IN project (European Student Exchange Program) |
| 2020-02 | Bombay Management Association Dandekar Trophy |
| 2019-01 | Certification in MS (Basic + Advance) from GNIMS |
| 2018-11 | Certification in Employability Skills from GNIMS |
| 2018-09 | IIM Kozhikode Business Analytics |



Interests

- **Sports**
 - Football
 - Volleyball
- **Art**
 - Sketching
 - Character Art