

Sandip Mukherjee

Male | 24

Mobile: (+91) 9333184310

Email: sandipm.21mba23@rgipt.ac.in

Personal Email: sandip.dgp.10@gmail.com

LinkedIn: <https://linkedin.com/in/sandip-mukherjee-a207ba220>

RAJIV GANDHI INSTITUTE OF
PETROLEUM TECHNOLOGY (RGIPT)

(An institute of National Importance)

MoPNG, Govt. of India

Jais, Amethi - 229304



DEPARTMENT OF MANAGEMENT STUDIES | Discipline: MBA

EDUCATIONAL BACKGROUND

MBA (Rajiv Gandhi Institute of Petroleum Technology, UP)	7.5 CPI (till 2 nd Sem.)	2025*
B. TECH (Computer Science Department), MAKAUT UNIVERSITY, WB	9.0/10 CGPA	2022
XII (AMRITA VIDYALAYAM, Durgapur, WB)	8.4/10 CGPA	2017
X (DAV MODEL SCHOOL, Durgapur, WB)	9.6/10 CGPA	2015

KEY SKILLS Leadership, Strategic Thinking, Planning, Project Management | Excel, PowerPoint, Dashboard, PowerBI

INTERSHIPS

Reliance BP Mobility Ltd. (RBML) - Retail Fueling, Sales and Operations Intern

Project Focus: Market Dynamics, Customer Loyalty Programs, and National MS Scheme Implementation

- Analyzed fuel retail market across 23 ROs, engaging with 37 customers.
- Revitalized Trans-Connect Loyalty Program, boosting engagement by 170%.
- Led National MS Scheme rollout across 6 ROs.
- Achieved 300 KL HSD sales growth by implementing performance enhancements.

InsidellM - Marketing Intern

- On-boarded 150 new customers through lead generation and targeted ads.
- Conducted market research for data-driven marketing strategies.
- Managed customer relations using CRM tools, ensuring consistent brand messaging.

Hindustan Petroleum Corporation Ltd. (HPCL) - Supply Chain Management, Marketing and HR Intern

Project: "Fuel Retailing: Present Operations and Way forward."

Project Focus: Fuel Retail Operations, Market Presence Enhancement, and Customer Loyalty Strategies.

- Analyzed 20 retail outlets, identifying key gaps and opportunities.
- Proposed visibility enhancements and branding initiatives to boost market presence.
- Developed customer loyalty strategies, including optimizing the HP Pay app for better user engagement.

Indian Oil Corporation Ltd. (IOCL) - Industrial visit and Training

Visited: IOCL Paradip Refinery, South Eastern Zone Pipeline Division and Paradip Port Authority.

Ricago: Governance, Risk and Complication Solution - Database Intern and R&D Department

- Understanding of labor laws, Government and Labor Compliance policies with regulatory requirements.
- Maintaining and managing client data and ensuring customer satisfaction through effective support.

Euphoria GenX - UI (User Interface) Intern

Role: Webpage designing and planning, UI, research work, database.

DURGAPUR STEEL THERMAL POWER STATION, DVC, ANDAL - Industrial visit and Training

ACADEMICS PROJECTS

Sales Dashboard and Sentiment Analysis of Energy Saving Appliances

Key skills: Excel Dashboard, R Language, Regression, WordCloud, Sentiment Analysis.

Airport Security System

Key skills: Operation Research, Arena Simulation and Automation Software.

PROJECTS AND RESEARCH WORKS

Student Aid (Group Leader, Awarded as Best Project by MAKAUT external and college)

- Create a web app focused on student wellbeing, offering educational materials, entertainment, and healthcare facilities (NGO).
- Team management, research, webpage design and planning, UI development, and database management.

QuickNotes (Web development project using React.js and Node.js)

- Develop a solution to save, view and download class notes by subject with additional features
- Practical implementation of Web-page designing and planning, UI development, and database management

Research and production of organic Abir using natural substances like Veggies, Flowers, Fruits, etc.

Institution involved : JADAVPUR UNIVERSITY

- Actively involved in all stages from production to market survey.
- Gained knowledge of technical specimens and experience in handling lab-based production equipment.

ACHIEVEMENTS / Co-Curricular and Extra-Curricular Activities

- IMO Gold Medalist:** International Mathematics Olympiad (2015)
- Yoga:** First place in Sub-divisional & Divisional competitions; National-level representation (2014)
- Karate:** Blue Belt; Competed in 23rd West Bengal State Karate Championship (2019)
- Trekking & Rock Climbing:** Member, associated with Jadavpur University, Kalyani University, and DIATM
- Volunteering:** Active participant in group activities, college seminars and fests

ELECTIVES: Retail Marketing, Sales & Distribution, Operations, Supply Chain | **Languages:** English, Hindi & Bengali