

# SHIVI SINHA

RAJIV GANDHI INSTITUTE OF PETROLEUM TECHNOLOGY  
Jais, Amethi – 229304

Female

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Name of Discipline: MBA



## EDUCATIONAL BACKGROUND

CLASS	CPI/CGPA/ %	YEAR
MBA, Rajiv Gandhi Institute of Petroleum Technology, Jais, Amethi [1 <sup>st</sup> Year]	8.87	Pursuing
B.Tech (Electronics & Communication), Gautam Buddha University, Greater Noida	8.84	2023
12 <sup>th</sup> (St. Mary's Convent Inter College, Prayagraj)	80.60%	2019
10 <sup>th</sup> (St. Mary's Convent Inter College, Prayagraj)	87.00%	2017

## WORK EXPERIENCE

Name of Employer and Designation	Tenure
<b>Learning Routes Pvt. Ltd, Gurugram, Haryana</b> <b>Business Development Executive:</b> <ul style="list-style-type: none"><li>➤ Counsellor working professionals as per their requirements.</li><li>➤ Offered management courses from a renowned business school.</li><li>➤ Cold calling on data/ Leads convert to sales through Salesforce.com.</li><li>➤ Generating prospects and converting the same.</li><li>➤ Managing information of Sales based on end-to-end module.</li><li>➤ Met clients and pitched for products/services as per clients' needs.</li></ul>	3 Months (Feb 2023 – April 2023)

## INTERNSHIPS

Organisation Name and Designation	Period
<b>1. Reliance BP Mobility Ltd. (Jio-bp), Lucknow   Sales and Marketing Intern</b> <ul style="list-style-type: none"><li>➤ Developed a strategic framework for Jio-bp's rural market entry.</li><li>➤ Gained comprehensive knowledge of the operations, infrastructure, and market positioning of Jio-bp at the ROs.</li><li>➤ Leveraged data analytics and market research.</li></ul>	May 2024 – July 2024 ( <b>Summer Internship</b> )
2. SMS India Pvt. Ltd, Gurugram   Web Development Intern (Front-End)	July 2022 – Aug 2022
3. Bharat Sanchar Nigam Ltd. (BSNL), Delhi   Trainee	June 2021 – July 2021
4. Collegedunia.com, Virtual   Campus Ambassador	June 2020 – July 2020

## RESEARCH PROJECTS AND PUBLICATIONS

1. Develop a Framework for foray on Rural Market to tap Agri – Demands (Jio-bp).
2. B.Tech Project: Virtual Doctor Robot

## SKILLS

Python, R Programming, Salesforce.com, PowerBI, Canva, MS Office (Word, PowerPoint & Excel).

## ACHIEVEMENTS

- A. Consistently ranked among the **Top 3 students** in the MBA program with a current CPI of 9.0
- B. "Rapid Solutions" [An **Inter University ppt** making competition] - Secured **3<sup>rd</sup> Position and a cash prize.**

## EXTRA-CURRICULAR ACTIVITIES

1. Student Lead, Alumni Committee, RG IPT, Jais
2. A trained Classical Dancer (Kathak).
3. Student Volunteer – ELECRAMA 2020, India Exposition Mart, Greater Noida
4. Vice – President of Techno Cultural Club, Gautam Buddha University, Greater Noida.
5. Class – Representative for 4 years.

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Sign:

Date: 06/08/2024