

# RAKESH DAS

## WORK EXPERIENCE

Duration: 12.5 years

DANICS – 2015	SDM (Punjabi Bagh, Delhi-West), Deputy Secretary (Social Welfare, Women & Child Development, Sports & Youth Affairs, Science & Technology, Art & Culture, Public Works Department, Transport, Education), SDM (Alipur, Delhi-North), Principal (IHM&CT) Job roles : Purely administrative works starting from drafting of policies and actual implementation on the field. Training of hotel management students	March 2015 – till date
State Trading Corporation (PSU)	Deputy Manager (Trade) Job roles : Drafting of business plans & proposals and its execution on market.	July 2011- March 2015
PT Education, Bhopal	Marketing Executive and Faculty Job roles : Branding, Promotional Activities, Revenue Generation, public relations and important management related activities and Teaching English comprehension to MBA entrance aspirants.	July 2007- May 2009
PCST, Bhopal	Faculty Job roles : teaching engineering subjects	July 2006 – June 2007

## ACADEMIC QUALIFICATIONS

Year	Examination   College   Board   University	% / CGPA
2009-2011	MBA, International Business (Marketing and Trade) Indian Institute of Foreign Trade   Deemed University	3.45/4.33
2001-2005	B.E, Electrical and Electronics, BIT-Durg, BITS-Pilani (off- campus)	71.55%
1997-1998	Grade 12 (CBSE) Nirmal Higher Secondary School, Jagdalpur, (C.G)	81.55%
1995-1996	Grade 10 (CBSE) Nirmal Higher Secondary School, Jagdalpur, (C.G)	75%

## INTERNSHIP S

Duration: 4 months

### Globus International, Hyderabad Business Development

April 2010-May 2010

Project Title: To study the feasibility of opening up an Amusement Park, market analysis, financial statements and preparation of business plan.  
(Area : Marketing and Finance)

- Analyzed market potential of local area, conducting online & offline surveys, visited related Business fairs at Metros cities
- Handling B2B sessions between amusement park material suppliers and construction with the company representatives

### B.S.N.L (Bhilai, C.G.)

Trainee

April 2003-May 2003

- Vocational Training at B.S.N.L. under General Manager. Distt : Durg (C.G.)
  - Working of various telephone exchange functions like OCB, card slotting maintenance, tariff handling & billing procedures

## CO-CURRICULAR ACHIEVEMENTS

- Co-authored a book on Antenna Wave Propagation with Dr. Amitabh Misra, HOD, CSE Deptt. Ohio State University
- Authored three Case Studies on India Trade issues with Dr. Justin Paul, Professor, IIFT-Delhi
- Submitted three research papers on Overseas research and development in Business strategy with Dr. Kevin Callahan (Research Associate), Booz and Co. It focused on research & department opportunities in Asia and Europe

## KEY PROJECTS AND PAPERS

Pharmaceutical company	Research for information and Education services limited	IIFT- Delhi
Dissertation	Auto-component industries - seeking new markets & opportunities	IIFT- Delhi
Microcontroller project	MUC based annunciation system using assemble language programming	BITS- Pilani
Visual basic project	E-telephone directory	BITS- Pilani
Paper presentation	Use of satellites in global warfare Role of internet in SME growth strategies	BIT-Durg IIT-Chennai

## EXTRA CURRICULAR ACHIEVEMENTS

Coordinator in CICT ( IIFT Placement Operations Team)	IIFT placement brochure : Concept, designing, content development, profiling of students and photo-shoot Corporate video shooting :Choosing locations, suggesting camera frames and voice-over selection Vendor management : Printing of brochures, money management and technical support on video-shoot
Marketing conclave-Delhi	Selected To represent IIFT for MARKIBRAND, Brand Loyalty theme presentation
Debate	Winner of Inter-college competition on "Computerization and Manpower"
Speech	Winner of Inter-college competition on "Saffronisation in politics"
Quiz	Winner of Inter-School competition conducted by Aptech Computer Education
All India competition	Certificate by Central Institute of General Knowledge Learning
Clubs	Member of IIFT clubs Brandwagon, Koshish, and Blash

