

NAVJOT SINGH BHATIA

MBA | 2018-20



| ACADEMIC QUALIFICATIONS | | | |
|--|------------------|---|------------------------------|
| Year | Qualification | Institute | % / CGPA |
| 2020 | MBA | Indian Institute of Management Rohtak | - |
| 2015 | B.Tech (RGPV) | Shri Vaishnav Institute of Technology & Science, Indore | 6.81/10 |
| 2010 | Class XII (CBSE) | Guru Harkrishan Public School, Indore | 70.00% |
| 2008 | Class X (CBSE) | Guru Harkrishan Public School, Indore | 84.00% |
| PROFESSIONAL EXPERIENCE | | | |
| TechMahindra Ltd. | | Software Engineer | Mar 16 – Jun 18 |
| <ul style="list-style-type: none"> • Software Development: Responsible for Development of Automated Bots and codes for Customers on RPA tools • Automate the daily task for clients to reduce the man power and increase the precision for the task to give better results. • Client Acquisition: Collaborated with potential client and developed POC for them to give demo on advantages of RPA • Devised cost cutting methods through automation in labor intensive task for new clients to show way to increase profits | | | |
| INTERNSHIPS | | | |
| Halma PLC | | Marketing Intern | April 19- May 19 |
| <ul style="list-style-type: none"> • Market Research to find out the market size, potential customers and sustainability of NavtechRadar Products • Identify opportunities to increase sales growth and settling up of direct sales channel for products • Based on the discussions with the management, a top-down approach to identify growth of Intelligent transport • Market Research on competitors and barriers to enter the market in India for NavtechRadar | | | |
| Sciencetech Pvt. Ltd | | Field Engineer | Oct 15- Jan 16 |
| <ul style="list-style-type: none"> • Leadership: Supervised sales and marketing of products to new clients and dealers to increase the company profits • Logistic And demo: Supervised timely delivery of products and demo for the same to the clients to ensure quality • Lead generation: Collaborated with different vendors to reach international clients to increase the customer base • Project Management : Played an important role in managing a wide range of products and to market them to clients | | | |
| Live Project | | | |
| HDFC Bank Strategy | | <ul style="list-style-type: none"> • Market research on video channel effectiveness for customer connect • Research on search engine optimization for video platform created for banks • Designing market strategy for 2020 using video as a channel | 2018 |
| POSITIONS OF RESPONSIBILITY | | | |
| Licensee, TEDxIIMRohtak, IIM Rohtak | | <ul style="list-style-type: none"> • Responsible for heading a team of 20 members and other respective verticals • Responsible for managing and applying license for TEDx and overseeing the rules • Deliberated upon and decided on the theme and talk ideas for the event. | 2019-20 |
| General Secretary, S.T.O.R.E, IIM Rohtak | | <ul style="list-style-type: none"> • Heading a team of 18 members of student run, retail and merchandise store • Formulated the strategies for expansion of the product portfolio of the enterprise • Responsible for looking after inventory , logistics and vendor management | 2019-20 |
| Head, Mini Marthon IIM Rohtak | | <ul style="list-style-type: none"> • Responsible for handling the marathon held in Rohtak with 2000+ footfall • Responsible for looking after logistics and Sponsor management | 2019-20 |
| Coordinator, Competition cell | | <ul style="list-style-type: none"> • Responsible for coordinating with companies and b school for competitions opened • Responsible for conducting workshops for giving insights about new competitions | 2019-20 |
| Logistic Head, Startup Expo | | <ul style="list-style-type: none"> • Part of an organizing team of first edition of Startup expo held in Pragati Medan • Formed strategy to handle the logistic department for the whole event | 2019-20 |
| ACHIEVEMENTS & EXTRA-CURRICULARS | | | |
| Certifications | | <ul style="list-style-type: none"> • Certified demand driven planner by International supply chain education alliance • Fundamental of Digital Marketing certification by Google digital unlocked | 2019 2019 |
| Others | | <ul style="list-style-type: none"> • Runners up in Finance competition Aestimatus at IIM Kashipur • Runners up in Case Casting competition by operations club of IIM Rohtak • Runners up in badminton competition held by IIM Kashipur • TechChamp Award for outstanding performance for client in Techmahindra Ltd | 2018 2018 2018 2016 |