

Apoorv Agarwal

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EDUCATION			
Degree/Qualification	Institution	CGPA/Percentage	Year
MBA (Expected April 2021)	Indian Institute of Technology, Kanpur	N/A	2019-Present
B.Tech - Applied Petroleum Engineering	University of Petroleum and Energy Studies, Dehradun	79	2012-2016
HSC (12 th)	Sachdeva Public School, Delhi	93.6	2012
SSC (10 th)	Birla Vidya Mandir, Nainital	9.6	2010

WORK EXPERIENCE	
INDY FOODS Founder / Sole Proprietor	Kashipur Feb 17 to May 19 ▪ 27 Months
<ul style="list-style-type: none">▪ Business Development: Established business (reached a production of 70 Kgs/day with minimalistic infrastructure); Procured licenses (FSSAI under Food Safety and Standards Act, 2006, and trademarks); Developed products (packaged condiment and mushrooms); Sourced cheap and quality raw materials▪ Sales & Marketing: Penetrated Delhi's retail and super market; Captured 20-25% of the conventional local market (Kashipur); Established high market and product reputation among sellers; Cultivated strong relationship with sellers▪ Operations: Established processes; Planned daily tasks and fulfilled them; Ensured quality through process tweaks▪ Managing Team: Led a team of 6 members and ensured their up-skilling▪ Supply Chain: Established efficient supply chain for seamless delivery of mushrooms	

POSITION OF RESPONSIBILITY	
UPES, Dehradun	<ul style="list-style-type: none">▪ Overall Student Coordinator, UURJA, 2014; responsible for delivery of the Annual Cultural Fest.▪ Organized Share Market & Investment Workshop in collaboration with Innovian Technologies, '14.▪ Team Leader, Outgoing Exchange, AIESEC in Dehradun, 2013-14

CERTIFICATION
<ul style="list-style-type: none">▪ Pursuing Fundamentals of Digital Marketing by Google

ACADEMIC PROJECT	
Indian Oil Ltd., New Delhi (Internship)	<ul style="list-style-type: none">▪ The internship involved studying the concepts of casing design & applying them on a given data to design the best casing policy on LANDMARK (Halliburton's software). Duration: 4 weeks (July '15 – August '15)
Oil and Natural Gas Corporation Ltd., Ankleshwar (Internship)	<ul style="list-style-type: none">▪ The training involved understanding operations of CPF (Central Processing Facilities), CTF (Central Tank Farm) and General Drilling Operations (DTYS & Cementing). Duration: 3 weeks (June '15 – July '15).
UPES, Dehradun (Project)	<ul style="list-style-type: none">▪ Researched & studied the concept of Snake Wells, an approach in high dipping multilayered thin reservoirs implemented by Brunei Shell Petroleum. Duration: August '15 – April '16.

ACHIEVEMENTS	
CBSE, New Delhi	<ul style="list-style-type: none">▪ Certificate of merit for being in top 0.1% candidates in English Core, 2012.
UPES, Dehradun	<ul style="list-style-type: none">▪ Won Comedy Knights at UPES, Dehradun, 2014.

OTHER INTEREST AND HOBBIES
<ul style="list-style-type: none">▪ Reading▪ Watching Documentaries▪ Playing Badminton▪ Swimming