

Akash Kapil Singhal

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EDUCATION			
Degree/Qualification	Institution	CGPA/Percentage	Year
MBA (Expected April 2022)	Indian Institute of Technology, Kanpur	N/A	2020-Present
B.Tech (Mechanical Engineering)	S.R.M Institute of Science and Technology	7.53	2014-2018
HSC (12 th)	Sri Chaitanya Jr. Kalasala (BIEAP)	91.6%	2014
SSC (10 th)	Seventh days Adventist Higher Secondary School (ICSE)	82.57%	2012

WORK EXPERIENCE	
Broekman Logistics India Pvt. Ltd. Business Development Executive	Ahmedabad Jan 2019 – Jun 2019 • 5 months
<ul style="list-style-type: none">Interacted with In-house departments and conveyed them the customer requirementsHandled existing customers and incorporated deep pocket sellingBuilt one-on-one relationship with the clients and updated them with live status of their shipment	
Think & Learn Pvt. Ltd. Business Development Associate	Ahmedabad Oct 2018 – Jan 2019 • 2 months
<ul style="list-style-type: none">Met the clients and converted the sales with no follow-up modelSupervised and was consistent in maintaining my sales funnel	
EXTRAMARKS Education India Pvt. Ltd. Business Development Executive	Delhi Mar 2018 – Oct 2018 • 6 months
<ul style="list-style-type: none">Pursued calling and met daily targetsPrepared presentations for prospective clients	

POSITION OF RESPONSIBILITY	
IIT Kanpur	<ul style="list-style-type: none">Placement Coordinator at IIT Kanpur for MBA Batch 2020-22
SRM University	<ul style="list-style-type: none">Worked as an Event Organizer, MILAN'16(National level cultural fest)

CERTIFICATIONS	
<ul style="list-style-type: none">Introduction to Software Product Management by University of Alberta, COURSERASocial Media Marketing Course - The Step by Step Guide from Udemy	

ACADEMIC PROJECTS	
FORD, Ahmedabad	<ul style="list-style-type: none">Reduction of LH/RH Wheel-house dings
ONGC, Ahmedabad	<ul style="list-style-type: none">Enhanced Oil Recovery Techniques in Oil & Gas Industry

ACHIEVEMENTS	
SRM University	<ul style="list-style-type: none">Secured 1st position in MILAN'15 for a street play & 2nd position for BroadwaySecured 2nd position in Shuru'14(Fresher's Competition) for Drama competition

OTHER INTERESTS AND HOBBIES	
• Mimicry • Cricket • Poem writing	