## Ajinkya Kabra

NIRMA
UNIVERSITY

21 | Male | IMNU | Major - Marketing | Minor - Finance

| ACADEMIC ACHIEVEMENTS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| MBA | $2023-2025$ | Institute of Management, Nirma University |  |  |
| BBA | $2020-2023$ | Institute of Management, Nirma University | $80.60 \%$ |  |
| XII $\mid$ MSBSHSE | $2018-2019$ | Deogiri College, Aurangabad | $89.66 \%$ |  |
| X\|ICSE | $2016-2017$ | My Rich Dad's Academy, Jalna | $85.33 \%$ |  |

- Delegate at Young Leaders Summit, 2020 conducted by IIM Bangalore's Vista
- Certification in A-1 course of German language from Symbiosis Institute of Foreign and Indic Languages
- Certificate of completion in Internship \& Job preparation
- Certificate of completion in Business Communication Skills training

| INTERNSHIPS |  |
| :---: | :---: |
| Prosperity Architects Present |  |
| Finance and Marketing Intern | - Analysis Monthly portfolios of mutual funds <br> - Identifying trends and patterns in mutual fund investments <br> - Assisting in social media marketing mainly content creation and communication |
| Hexahealth Pvt. Ltd. April 2023 - Jun 2023 |  |
| Sales and <br> Marketing Intern | - Lead Generation <br> - Sales and Agreement Drafting <br> - Sales Operations |
| Pioneer Management Consultants Pvt. Ltd. May 2022-Jun 2022 |  |
| Business <br> Development Intern: <br> Telemarketing | - Lead Generation <br> - Tele calling and Sales <br> - Leadership <br> - Received Best Intern of the month for May, 2022 |
| Student Volunteer | CHIP NGO Jun 2021 - Jul 2021 |
| Facilitating study material to underprivileged children | - Contributed in creating worksheets, researched about fundraising, CSR corporate funding database and funding agency database during the tenure |
| ACADEMIC PROJECTS |  |
| Research Paper | - Written, published and presented a Research paper at Nirma International Conference on Management, 2023 |
| POSITIONS OF RESPONSIBILITY |  |
| Student Welfare Committee, IMNU | - Member of Student Welfare Committee, IMNU (2023-25) <br> - Responsible for developing, reviewing and evaluating plans and setting a direction for student affairs |
| National Service <br> Scheme, IMNU | - Core member of National Service Scheme, IMNU 2020-23 (BBA) |
| EXTRA CURRICULAR ACHIEVEMENTS |  |
| E-Commerce Workshop | - Actively participated in E-Commerce workshop and other flagship events of $i 5$ summit,2021 by IIM Indore |

