Rony Sheth

	A	CADEMIC ACHIEVEMENTS	
MBA	2023-2025	Institute of Management, Nirma Univers	sity
BBA	2020-2023	Institute of Management, Nirma Univers	sity 73.40 %
XII CBSE	2019-2020	DAV International School (PCM)	69.90 %
X CBSE	2017-2018	DAV International School	87.40 %
		INTERNSHIPS	
		Build Box Solution (Industrial Automation)	Apr 2023 – Jun 2023
Junior Marketing Intern	• Worked as POC fo	or clients, B2B Sales	
	Project Management		
	B2G (GeM Portal- Gold Level Certified) and B2B Sales		
		Srchout Software (SaaS)	Jan 2023 – Mar 2023
Marketing Intern	B2B Sales		
	Lead Generation- generated leads, Pricing strategy		
		GPS Group of Solution (B2B IT)	Jun 2021 – Oct 2022
Sales and Marketing intern	• Generated Sales via cold calling, creating meetings with purchase head/IT head – generated 128 leads		
	• Working on a sister company using strategies in order to close or revive it, optimizing operations,		
	• Handling weekly CRM for the same sister company (sector – IT services)		
	 Handling LinkedIn and Facebook 		
	0	Jwala Mahila Samiti	Apr 2021 - May 2021
Social Media	Created Poster, Fly		
Marketing Intern Maintaining Social media profiles			
		ACADEMIC PROJETCS	
Research Paper	• Published in NICOM- Leadership Styles of Barack Obama and Narendra Modi (Published)		
Live Project	Completed Feasibility Analysis of Customers to Shift from Petrol/Diesel to CNG under		
	 Reliance Gas Collected 410 responses and converted 3 university to join the project 		
	1	ITIONS OF RESPONSIBILITY	-
Alumni Relations		ni Relations Coordinator, IMNU (2023-25)	
Coordinator, IMNU			
	• Responsible for organizing corporate lecture series, maintaining, and improving alumni experience and contacts, and implementing internal process improvement in the Institute		
Mavericks BBA, IMNU	• Core member and Head Graphics of Mavericks the Social Committee , IMNU 2020-23 (BBA)		
	Responsible of generating Graphics and Event Management		
	EXT	TRA CURRICULAR ACHIEVEMENTS	
HaritVitt - A Case Competition on	Participation Certi	ficate, IIM Lucknow- 2023	
Sustainable Finance Rubicon Business Quiz	Participation Certificate, IIM Bangalore- 2023		

23 | Male | IMNU | Majors – Marketing | Minors – Digital Transformation & Analytics