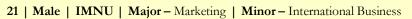
Aryan Kapoor





ACADEMIC ACHIEVEMENTS				
MBA	2023-2025	Institute of Management, Nirma Univers	sity	
BBA	2020-2023	Institute of Management, Nirma Univers	sity	74.20 %
XII CBSE	2019-2020	Billabong High International School, Mumbai 6		68.40 %
X CBSE	2017-2018	Vibgyor High International School, Mum	ıbai	92.83 %
Awarded a Certificate in Power Point offered by Raj Computers Academy, 2023				
INTERNSHIPS				
Sales and Marketing Intern Mahindra Manulife Mutual Funds Apr 2023 – June 2023				
Corporate Sales	• Engaged with 20-25	Crafted a compelling sales pitch tailored for mutual fund offerings Engaged with 20-25 potential clients, presenting the benefits and features of the funds Successfully identified and qualified 4 high-potential leads for mutual fund investments		
Human Resource In	ntern	Fast & up	May 2022	-Jun 2022
Recruitment	Screened candidate	= 1.1. 1.1. 1.1. 1.1. 1.1. 1.1. 1.1. 1.		
Student Volunteer	tudent Volunteer Chip NGO			- July 2021
Market Research	Crafted comprehenConducted in-depth	 Crafted comprehensive assignments tailored for student needs Conducted in-depth research to enrich the CSR (Corporate Social Responsibility) database 		
Sales Intern	Contributed to kild	Victorious Management System		
Business Development Intern	• Engaged and built	to potential leads, expanding the client base rapport with prospects to understand their needs clients, ensuring alignment with company offerings	Mar 2021 -	
	P	OSITION OF RESPONSIBILITY		
Placement Committee, IMNU		Member of Placement & Corporate Relations Team, IMNU in MBA (2) Responsible for Lead Generation, Project Implementation, PPV's, Placement		
Placement Committee, IMNU (BBA)	Member of Placem	Member of Placement & Corporate Relations Team, IMNU in BBA (2020-23)		
EXTRA-CURRICULAR ACHIEVEMENTS				
Genesis 2023	Volunteered for ma	Volunteered for marketing department for the BBA flagship event - Genesis 2023		