

Harsh Singh Chhabra

Male | 23

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Work Experience

Abby Lighting

Business development manager

May 2024 - Present

- To get in contact with leads and meeting new and existing architects, interior designers, contractors and electrical consultants.
- Making quotations and bridging the gap between factory production and client requirement.
- Understanding the requirement of client and providing complete lighting solutions to them including customization.
- Handling different verticals of business such as residential areas, commercial spaces, hospitality sector, retail outlets etc.
- Project based work.

Summer Internship Project

Vikas Group

Marketing Intern

Apr/23 – May/23

- Understood about their product portfolio from their website,
- Collected secondary data of all the electric vehicles that have been sold in the last five years of different brands.
- Did project on the scope of EVs in the next decade in India.

Live Project

Mozohunt

Sales Intern

Oct/2022

- Sold the e-reading material available on the website of the company to get subscribers.
- Made cold calls, converted 15 leads, convinced 8 of them to buy the service worth Rs.999.

Live Project

**Team Help
(NGO)**

Human Resource

Aug/2021 – Apr/2022

- Managed recruitment of new volunteers for social service.
- Provided support and help to underprivileged people during and post covid-19.

Academic Qualifications & Achievements

Degree	University/Board	Year	%/CGPA
PGDM	IMI Bhubaneswar	2022 - 2024	6.1 CGPA
UG	St. Xavier's College Ranchi University	2019 - 2022	76%
12 th	Kairali School	2019	81%
10 th	Kairali School	2017	7.6 CGPA

- Got scholarship of Rs.35,310 from IMI Bhubaneswar for scoring 92 percentile in CMAT exam.

Skills

- Microsoft office, Power BI, Canva, SAP

Certifications

- Business Finance Foundations by Great Learning
- Introduction to SAP ERP using GBI 3.30 on SAP S4HANA

Academic Projects

- Conducted a market survey on the sales and distribution network of Amul ice cream in the Gothapatna, Bhubaneswar.
- Did portfolio analysis of top 10 performing stocks in the stock market based on past performance, market news, business updates and other financial metrics.

Leadership Positions

- **Junior member secretary of literary club in IMI Bhubaneswar** – Conducted an art competition based on the theme “Create what your heart feels like”. Actively engaged in creating strategies, designing campaigns, and was also actively involved in selecting the junior team via a rigorous interview process.
- **Senior member of Operations Club in IMI Bhubaneswar** - Involved in creating awareness among the batchmates and to contribute constructively for pressing issues in the operations domain.

Extra-curricular Activities

- Participated in Flipkart wired 6.0 competition.
 - Guitarist, Singer, Sketch Artist.
 - English, Hindi.
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