

SUMIT KUMAR JHA

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SUMMARY

Results-driven and highly motivated MBA graduate with a dual specialization in Marketing and Finance, seeking a challenging position to leverage analytical, strategic, and leadership skills in a dynamic business environment. Equipped with comprehensive knowledge in financial analysis, marketing strategies, market research, and business development, combined with a strong ability to drive operational efficiency and profitability. Adept at identifying growth opportunities, optimizing business processes, and implementing data-driven solutions with excellent communication, problem-solving, and decision-making skills, with a proven ability to thrive in fast-paced, high-pressure environments. Passionate about continuous learning and contributing to the organizational success while fostering a culture of innovation and excellence.

EDUCATION

CHANDIGARH UNIVERSITY

Masters Of Business Administration
2022 - 2024

PATLIPUTRA UNIVERSITY

Bachelor Of Science
2018 - 2021

SKILLS

- MS Office
- Data Analysis
- Strong organizational and time-management skills
- Exceptional communication and interpersonal skills
- Ability to work independently and as part of a team
- Detail-oriented and able to handle multiple tasks simultaneously

CERTIFICATIONS

- AMCAT by Aspiring Minds
- Production & Operations Management By IIT
- Certificate in Data science Foundations
- Certificate in Introduction to Corp. Finance
- Certificate in Production Management

KEY PROJECT

Problems And Their Aftermath Faced By The Finance Department of OCM Pvt. Ltd.

- shed light on critical challenges and areas in need of improvement.
- Provided valuable insights into the financial health and operations of the company
- Highlighted several key issues that require immediate attention and strategic intervention.

PROFESSIONAL EXPERIENCE

SG POWER PRODUCTS (July 2024-Present)

Sr. Business Development Executive

- Deliver compelling presentations and product demos to potential clients
- Engage in consultative selling by understanding client needs and suggesting the best product solutions
- Developed and maintained relationships with clients
- Achieved monthly sales targets consistently
- Ensure a smooth post-sale experience by liaising with customer service and technical teams

INTERNSHIPS

Apkntax Pvt. Ltd

(Feb 2024 - June 2024)

Business Development Intern

Reviewed clients' portfolios regularly to ensure compliances with established risk parameters and Performed regular flow ups with clients to ensure satisfaction with the services.

OCM Private Limited

(June 2023-July 2023)

Finance Intern

Looking after of the financial activities of the organization, making purchase order and data entry on SAP and NOW software.

RECFL

(Feb 2022 - July 2022)

Marketing & Sales Intern

Responsible for generating leads and sales, customer interaction & conversion and expansion of network.

ACHIEVEMENTS

- Best Performer Intern for continuous 3 months and total 5 times while Internship.
- Exceeded sales targets by 15% consistently over a 6-month period.
- Developed a new client onboarding process, reducing sales cycle time by 10%.
- Built strong relationships with key clients, leading to a 30% increase in repeat business.