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|  | **Hardik Khyalilal Jain** | **C:\Users\ibsb\Desktop\New IBS Logos\IBS Bangalore Logo.jpg** |
| An ambitious and driven MBA candidate pursuing my degree at ICFAI Business School Bangalore, with a strong interest in securing a Sales and Marketing Position in your esteemed organisation. With a passion for strategic planning, market analysis, and building strong customer relationships, I am eager to apply my academic knowledge and practical skills to drive revenue growth and contribute to the success of a dynamic organisation. |
| **Email ID:**hardik\_jain22@ibsindia.org **Phone No:** 9619031948 | **EDUCATION** |
| **Course & Specialization** | **College/Institute or Board/University** | **Year of Passing** | **% Marks / CGPA** |
| MBA | ICFAI Business School Bangalore | 2024 | Sem 2- 6.42 |
| **LinkedIn:** <https://www.linkedin.com/in/hardik-jain-84b1aa212/>  | BSc IT  | Mumbai University | 2022 | 75.61% |
| XII Std | Maharashtra State Board | 2019 | 53.06% |
| X Std | Maharashtra State Board | 2017 | 70.60% |
| DOMAINS | SUMMER INTERNSHIP (February to May 2023) |
| MarketingIT | **Title:** Acquiring New Clients & Assisting in Business Expansion for smartSense Solutions- Home/Office Automation Product. **Company:** smartSense Consulting Solutions Pvt.Ltd**Description:** As a Business Development Executive, I gained experience in market research, digital marketing, and business development. Developed skills in market analysis, lead generation, digital campaigns, and client relationship management.Key Responsibilities:* Business Development.
* lead Generation.
* Market Research.
* Marketing Analysis.
* Digital Marketing.
* B2B Marketing.
* Sales and Marketing.
* Customer Relationship Management.
* Social Media Analysis.
* Search Engine Optimization.
* Digital poster Design.
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| SKILLS |
| Graphic Designing,Video Editing,Ms Excel(Basic), Ms Word,PowerPoint Presentation, Market Research |
| **INTERESTS** | **ADDITIONAL QUALIFICATIONS & CERTIFICATES** |
| TravellingSwimmingCookingFootball | * Certificate in HTML Fundamental Course from Sololearn in 2020.
* Certificate of Digital Marketing from HubSpot Academy in 2023.
* Certificate in National level Research Paper Conference in College competition in 2022.
* Certificate in Search Engine Optimization (SEO) from HubSpot Academy in 2023.
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| LANGUAGES | OTHER PROJECTS UNDERTAKEN |
|  | **S** | **R** | **W** |  |
| English | 🗸 | 🗸 | 🗸 |
| Hindi | 🗸 | 🗸 | 🗸 |
| Gujarati | 🗸 |  |  |
| Marathi | 🗸 | 🗸 |  |
| Marwari | 🗸 |  |  |
| PERSONAL INFO | ACHIEVEMENTS |
| DOB: | 14/09/2001 | * Won second prize in a Tantravihar (Electro Shoes and GPS System) (IoT Project) competition in July 2022.
* Point of Contact (POC) for LinkedIn in DA (Digital Ambassador) club at IBS Bangalore.
* Member of the student council in graduation.
* Maharashtra State Certificate in Information Technology (MSc IT) with 92%.
* Letter of Appreciation for Summer Internship.
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| Domicile State: | Maharashtra |
| **Address for Correspondence:** Room No: 34, 2nd floor, Bahari Building No: 2, JB Road sewri, Mumbai- 400015 |