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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) | | | | |
| Marketing  IT | | | | | **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. | | | | |
| SKILLS | | | | |
| Graphic Designing,  Video Editing,  Ms Excel(Basic),  Ms Word,  PowerPoint Presentation,  Market Research | | | | |
| **INTERESTS** | | | | | **ADDITIONAL QUALIFICATIONS & CERTIFICATES** | | | | |
| Travelling  Swimming  Cooking  Football | | | | | * 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. | | | | |
| 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. | | | | |
| Domicile State: | | Maharashtra | | |
| **Address for Correspondence:**  Room No: 34, 2nd floor, Bahari Building No: 2, JB Road sewri, Mumbai- 400015 | | | | | | | | | |