

Dewari Harsh Singh

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EDUCATION			
Degree/Qualification	Institution	CGPA/Percentage	Year
MBA (Expected April 2024)	Indian Institute of Technology, Kanpur	-	2022 - Present
B.Tech. (Mechanical Engineering)	Vellore Institute of Technology, Vellore	8.74	2015 - 2019
HSC (12 th)	Gujarat Public School, Vadodara (CBSE)	86.00%	2013
SSC (10 th)	Gujarat Public School, Vadodara (CBSE)	9.80	2011

WORK EXPERIENCE	
Inel Engineers Sales Engineer	Vadodara November 2019 – April 2021 ▪ 17 Months
<ul style="list-style-type: none">▪ Promotion and Sales of the product safety valve in chemical and pharmaceutical companies in Gujarat▪ Negotiated with clients for finalizing the annual rate contract with original equipment manufacturers▪ Achieved monthly target of 5 Lakhs for 17 months for selling product safety valve▪ Onboarded several prominent clients from Gujarat and established a connection of new clients▪ Utilized Project India Today tool for getting bid and tender insights before the competition▪ Used Excel extensively to figure to create discounting strategy for customers	

CERTIFICATION
<ul style="list-style-type: none">▪ 'Tableau 2022 A-Z: Hands-On Tableau Training for Data Science' by Udemy▪ 'Excel Fundamentals for Data Analysis (Macquarie University)' by Coursera▪ 'Fundamentals of digital marketing' by Google▪ 'SQL-MySQL for Data Analytics and Business Intelligence' by Udemy▪ 'Summer training' by Oil and Natural Gas Corporation Ltd.

ACADEMIC PROJECTS	
VIT, Vellore	<ul style="list-style-type: none">▪ Developed and tested hybrid fiber sandwich polymer composites using physiochemical and optical characterization method▪ Designed and worked on solar air conditioning system using desiccant wheel technology for improvement in energy utilization rate

OTHER INTERESTS AND HOBBIES
▪ Table Tennis ▪ Cooking ▪ Reading