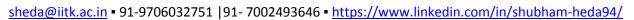
Shubham Heda





EDUCATION						
Degree/Qualification	Institution	CGPA/Percentage	Year			
MBA (Expected April 2020)	Indian Institute of Technology, Kanpur	-	2018-Present			
B. E- Civil Engineering	Jorhat Engineering College,Jorhat	73.63	2012-16			
HSC (12 th)	D.A.V Public School,Kota	78.2	2012			
SSC (10 th)	Carmel School, Jorhat	86.28	2010			

WORK EXPERIENCE

SWAGAT Business Development Manager

Jorhat July 16 – May 18 • 22 Months

- Business development: Identifying sales lead, approaching the client, negotiating them concerning the timeline and the cost involved
- Project Management: Making sure that the team working on the project coordinates smoothly, understands the requirements thoroughly and follows the agile methodology to progress further
- Client communication and feedback: Responding to all the queries of the clients mostly P.S.U and providing them a regular response
- Market Study: Understanding the market scenario and preparing tenders accordingly to ensure optimum utilisation of time and money

PATEL ENGINEERING
Intern

Arunachal Pradesh
July 15 – July 15

Project: Kameng Hydro Electric Project (Arunachal Pradesh)

 Primarily focused on various construction activities of different Civil structures related to Hydro Electric Project

POSITIONS OF RESPONSIBILITY			
DIBRUGARH	 Member, Department Of Sponsorship's and Marketing Phoenix'2016 		
UNIVERSITY	 Member, Committee of Students for Sports Activities(CoSSAc) 		
SWAGAT	 Worked with clients like O.N.G.C,OIL INDIA, Numaligarh Oil Refinery, Assam Agriculture 		
	University, CSIR-NIEST,NTPC, National Institute of Design etc.		

ACADEMIC PROJECTS				
DIBRUGARH UNIVERSITY	Major	 Detailed sub soil investigation and design of foundation for a multi-storied building 		
	Minor	■ Concrete Mix Design		
		■ Design Of a Well Foundation		

ACHIEVEMEN	NTS	
DIBRUGARH UNIVERSITY	■ Received the North Fastern Council Scholarship twice from (50V) of Assam	

OTHER INTERESTS AND HOBBIES

Table Tennis • Politics • Chess • Dance