

# Shubham Heda

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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 <sup>th</sup> )	D.A.V Public School, Kota	78.2	2012
SSC (10 <sup>th</sup> )	Carmel School, Jorhat	86.28	2010

## WORK EXPERIENCE

<b>SWAGAT</b> <b>Business Development Manager</b>	Jorhat July 16 – May 18 ▪ 22 Months
<ul style="list-style-type: none"><li>▪ Business development: Identifying sales lead, approaching the client, negotiating them concerning the timeline and the cost involved</li><li>▪ 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</li><li>▪ Client communication and feedback: Responding to all the queries of the clients mostly P.S.U and providing them a regular response</li><li>▪ Market Study: Understanding the market scenario and preparing tenders accordingly to ensure optimum utilisation of time and money</li></ul>	
<b>PATEL ENGINEERING</b> Intern Project: Kameng Hydro Electric Project (Arunachal Pradesh)	Arunachal Pradesh July 15 – July 15
<ul style="list-style-type: none"><li>▪ Primarily focused on various construction activities of different Civil structures related to Hydro Electric Project</li></ul>	

## POSITIONS OF RESPONSIBILITY

<b>DIBRUGARH UNIVERSITY</b>	<ul style="list-style-type: none"><li>▪ Member, Department Of Sponsorship's and Marketing Phoenix'2016</li><li>▪ Member, Committee of Students for Sports Activities(CoSSAc)</li></ul>
<b>SWAGAT</b>	<ul style="list-style-type: none"><li>▪ Worked with clients like O.N.G.C, OIL INDIA, Numaligarh Oil Refinery, Assam Agriculture University, CSIR-NIEST, NTPC, National Institute of Design etc.</li></ul>

## ACADEMIC PROJECTS

<b>DIBRUGARH UNIVERSITY</b>	Major	<ul style="list-style-type: none"><li>▪ Detailed sub soil investigation and design of foundation for a multi-storied building</li></ul>
	Minor	<ul style="list-style-type: none"><li>▪ Concrete Mix Design</li><li>▪ Design Of a Well Foundation</li></ul>

## ACHIEVEMENTS

<b>DIBRUGARH UNIVERSITY</b>	<ul style="list-style-type: none"><li>▪ Received the North Eastern Council Scholarship twice from Govt of Assam</li></ul>
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## OTHER INTERESTS AND HOBBIES

Table Tennis ▪ Politics ▪ Chess ▪ Dance
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