

Vaibhav Mahajan

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EDUCATION			
Degree/Qualification	Institution	CGPA/Percentage	Year
MBA (Expected April 2022)	Indian Institute of Technology, Kanpur	N/A	2020-Present
B.E (Chemical Engineering)	Institute of Engineering & Science, IPS Academy, Indore	7.35	2015-2019
HSC (12 th)	Vidya Vijay Bal Mandir, Indore (MP Board)	81.4%	2014
SSC (10 th)	Christian Eminent School, Indore (MP Board)	87%	2012

WORK EXPERIENCE	
Calibre Research Sales Executive	Pune April 2019 – January 2020 • 10 months
<ul style="list-style-type: none">Was responsible for gathering clients' Business Requirement, Requirement analysis and conveying the inputs to the research teamConverted lead to a sale through Email and cold callingPromoted services to the customer and negotiated contracts with the aim of maximizing profitsMaintained quality service by establishing and enforcing organization standardsMaintained relationships with clients by providing support, information and guidance; recommending new research data	

POSITION OF RESPONSIBILITY	
IIT Kanpur	<ul style="list-style-type: none">Secretary - Marketing at Entrepreneurship Cell
Institute of Engineering & Science, IPS Academy, Indore	<ul style="list-style-type: none">Contributed as a Head Coordinator in INNOVITA 2.0

CERTIFICATION
<ul style="list-style-type: none">Completed the E Learning program on Advance Microsoft Excel from Tata Steel

ACADEMIC PROJECTS	
Institute of Engineering & Science, IPS Academy, Indore	<ul style="list-style-type: none">Biodiesel from algae as an alternative fuel
Chem Tech World Expo 2018, Ahmedabad	<ul style="list-style-type: none">Desalination of salt water by the help of integrated membrane
National Fertilizers Limited	<ul style="list-style-type: none">Vocational Training under production department in Ammonia line1

ACHIEVEMENTS	
Institute of Engineering & Science, IPS Academy, Indore	<ul style="list-style-type: none">Secured 1st position in the event Carbon dioxide capturing, state of art presentation
Calibre Research	<ul style="list-style-type: none">Awarded "Employee of the Month" for delivering an exemplary performanceAwarded for increasing the revenue of the company by 25% in the last quarter of the year 2019

OTHER INTERESTS AND HOBBIES
<ul style="list-style-type: none">SnookerTravellingCricket