

KUMAR NATRAJAN

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EDUCATION			
Degree/Qualification	Institution	CGPA/Percentage	Year
MBA (Expected April 2025)	Indian Institute of Technology, Kanpur	Awaited	2023- Present
B.Tech- (Electrical Engineering)	Punjab Engineering College (PEC), Chandigarh	8.26	2017-2021
HSC (12 th)	Dr. Virendra Swarup Memorial Public School, Kanpur	91.00%	2015
SSC (10 th)	Dr. Virendra Swarup Memorial Public School, Kanpur	84.83%	2013

WORK EXPERIENCE	
SCHNEIDER ELECTRIC Manager- Services	Gurgaon January 2022 – February 2023 ▪ 14 months
<ul style="list-style-type: none">▪ Manager-Services (Front Office Client Facing Role) at Schneider Electric IT Business India Pvt. Ltd., Gurgaon, India working directly for the Swiss Sales-Service office named Gutor Electronic LLC headquartered at Wettingen, Switzerland & performed sales service activities by working with clients directly in multiple projects across the globe▪ Understanding of different stages of Gutor business i.e. FEED, Presales, Sales, Project Execution and Customer Service (manpower & service delivery) by undergoing a product training in Malaysia for more than a month▪ Designing and pricing of industrial 1 & 3-Phase output UPS systems and Ni Cad battery sizing using Gutor internal presales software tool by working as a summer intern for 5 months as a Pre-Sales Engineer at SE, Gurgaon, India (Feb 2020 – July 2020)	

POSITION OF RESPONSIBILITY	
IIM Bangalore VISTA-2021	▪ Elected as the Zonal head for north region among 400 candidates and successfully managed the 1000+ campus ambassadors of VISTA 2021-International Business Fest, IIM Bangalore
PEC, Chandigarh	▪ Elected as a Branch Incharge responsible for skillfully organizing Industry Institute Interaction Week by Electrical Engineering Department at PEC, Chandigarh
Student Affairs Council (PEC, Chandigarh)	▪ Student Representative of SAC , elected among 22 different candidates, acting as a liaison between student community and administration for relevant issues

CERTIFICATION	
<ul style="list-style-type: none">▪ Successfully completed 'Mini MBA in Marketing' by Marketing Week, London a standard CPD accredited course by Mark Ritson (Former Professor at London Business School)▪ 'Accounting Fundamentals', 'Reading Financial Statements', 'Introduction to Corporate Finance', 'Fundamental of Credit', 'Intro to Banking' & 'Excel Crash Course' by Corporate Finance Institute (CFI)	

ACADEMIC PROJECT	
Capstone Project (PEC, Chandigarh)	▪ Application of Thermo and Piezoelectricity: Made low-cost frying pan based on thermoelectricity and low-cost shoe based on piezoelectricity acting as an emergency power source

ACHIEVEMENTS	
Schneider Electric	▪ Received an Employee Of The Year award for generating a revenue of 2.5 Million INR independently for the company in Jan'23
IIM Bangalore Vista-2021	▪ Received Certificate of Appreciation for commendable work as Zonal Head at Vista Campus Ambassador Program held in June- July 2021, organized by IIM Bangalore's annual international business summit, Vista 2021
National Service Scheme (NSS), PEC, Chandigarh	▪ Volunteer of NSS-PEC from 2017-21 , actively engaged in teaching underprivileged kids , and awarded Certificate of Appreciation
PECFEST, PEC Chandigarh	▪ Received Certificate of Appreciation for successfully organizing one of the biggest North India fest called PECFEST as a Discipline Head

OTHER INTEREST AND HOBBIES	
▪ Travelling ▪ Playing Cricket ▪ Reading books ▪ Cycling ▪ Listening Music	