

KUMAR NILAY

S/O SHRI HEMANT KUMAR DAS

PERMANENT ADDRESS	CONTACT DETAILS		
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	E-MAIL:	Dnilay78@gmail.com	
	DATE OF BIRTH	10 th April 1997	
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CAREER OBJECTIVE

To work with an organization that offers challenges, responsibilities and decision-making opportunities, where I can blend my functional and technical knowledge gained from experience for continuous growth and better career prospects as well where my skills will help SMEs to achieve 10% revenue growth or 5-25% cost reduction and operation efficient.

EDUCATIONAL QUALIFICATIONS

Degree	Year	University / Board	Specialization	Marks%
MBA	2019-2021	Sarala Birla University, Ranchi	Marketing & HR	Pursuing
BBA	2016-2019	Birla Institute of Technology, Mesra	Marketing & HR	61%
12 th	2016	L M N S M Inter College Itki, Ranchi (JAC Board)	Science (Biology)	74%
10 th	2013	Surendra Nath Centenary School, Ranchi (CBSE)	All Subjects	6.8 CGPA

INTERNSHIPS

ORGANIZATION	TRAINING TOPIC/ASSIGNMENT	
Central Coalfields Limited (CCL) Darbhanga House, Ranchi, Jharkhand	➤ Role of Sustainable Development Initiatives in making India self-reliant in Energy Generation: A Case study at CCL - Sustainability Development Initiatives taken by Coal India Limited - Role of CIL and CCL in power generation - Role of self-reliance on energy for development of India - Sustainable Development Initiatives taken by CIL - Findings from Field work to analyze sustainable development initiatives taken by CCL.	Nov'20–Dec'20 (6 Weeks)
	➤ Marketing Intern & Digital Promotion - Business Development & Market Research - Website Preparation & Advisory on Website - SWOT Analysis, Research Report, etc - Contacting potentials clients from Digital Marketing, E-Channel	
Miki Wire Works Private Limited Ranchi, Jharkhand		Jul'20 – Oct'20 (14 Weeks)

ACADEMIC PROJECTS

PROJECT NAME	DESCRIPTION	
	Developed the feasibility report of a start-up from the idea generation to proof of concept stage.	Nov'18

Establishment of Edible Cutlery- Grain Wharf	- Commended by 15 shop-keeper, shared their valuable insights, and showed interest in the start-up. - Conducted survey across 75% people from different class to cater to their needs effectively.	
Establishment of Matrimonial and Wedding Planner Agency- Happily Ever After	- Developed the business project study report of a start-up from the idea generation to proof of concept stage 'One stop source' customers can get all they need in just 'one stop'. - Conducted market research on product iterations through qualitative studies and quantitative surveys	Jul'20

ACADEMIC ACHIEVEMENTS / CERTIFICATIONS

Lean Six Sigma Green Belt (ICGB)	Successfully completed Lean Six Sigma Green Belt Certification by KPMG	Nov'20
Certified Digital Marketing Professional (CDMP)	Successfully completed Certified Digital Marketing Professional at Industry Standard Professional Level from Seven Boats Academy	Oct'20
The Fundamental of Digital Marketing	Successfully completed The Fundamental of Digital Marketing, an online 40 hours course by Google Digital Unlocked .	Sep'20
Indian Overseas Bank (IOB)	Successfully conducted the Incognito and Survey visit of IOB Bank branches in Jharkhand to help branches in improving customer services.	Dec'19

SKILLS

Creative Thinking	Communication	Management	Leadership	Team Work
Time Management	Market Research & Development	Business Planning	Sales	
MS- Excel, Word, PowerPoint	Project Management	Digital Marketing		

EXTRA – CURRICULAR ACHIEVEMENTS

MyNEP	Bagged Certificates in quiz competition, Digital poster making, painting and handmade poster	Nov'20
Sarala Birla University	Bagged Gold Medal in Cricket of Annual Sports Meet "Umang"	Jan'20
Jharkhand Film & Theatre Academy, Ranchi	Bagged Trophy as an Actor in Hindi Play "DRAUPADI" in Lions Club of Ranchi Capital	2016

LANGUAGES

1. English	2. Hindi
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INTERESTS/HOBBIES:

1. Sports	2. Traveling	3. Listening Music	4. Gymming
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VOLUNTEERING

Volunteer at Barkat Welfare Society (Nob-profit Organization Management)	Oct'20
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DECLARATION

I do hereby assert that the information provided above is quite genuine & flawless to the best of my knowledge & belief.

Kumar Nilay

