



Rishav Kumar Rai

✉ rairishav094@gmail.com

☎ +919654881888

D.O.B: 13/09/1994

Banaras Hindu University

Institute of Management Studies

(Faculty of Management Studies)

www.bhu.ac.in/fms | placements@fmsbhu.ac.in

PERMANENT ADDRESS

H.NO.-3, Bajalpur, Tiwaripur,
Mohammadabad, Ghazipur
(UP) – 233227

SKILLS

- Adaptability to change
- Team player
- Ability to motivate others

INTERESTS

- Chess
- Boxing
- Cricket

LANGUAGES KNOWN

- English
- Hindi

ACADEMICS

- **Master of Business Administration, Marketing**
Institute of Management Studies, BHU
2017-2019 | CGPA: 7.28
- **B.Tech., Sunrise University**
Faculty of Engineering and Technology, Alwar
Computer Science |2012-2016 | 63.2%
- **Schooling**
 - Sunbeam English School, Bhagwanpur: 12th | 2012 | CBSE | 63.8%
 - Sunbeam English School, Bhagwanpur: 10th | 2010 | CBSE | CGPA: 7.6

INTERNSHIPS & PROJECTS

- **Summer Internship:**
 - **Indian Oil Corporation Limited(7 May - 2 July 2018)**
'Customer Satisfaction Survey on Automated Retail Outlets of IOCL'
Studied customer satisfaction and awareness level with respect to automation and presented customer's needs and preferences and gave Indian oil an idea about it which would help the company in improving the service level as well as the product offering under the initiative and simultaneously increase the customer loyalty towards the company.
- **Projects**
 - Minor Project on 'Comparative Study on Brand Preference of Smartphones'
Studied the perception & buying behaviour of people towards various Smartphone brands. and Identified the factors that influence decision-making in purchasing a Smartphone.
 - Major Project on 'Comparative Study on Brand Preference of Truck Tyres'
Studied the perception & buying behaviour of people towards various Truck Tyre brands. and Identified the factors that influence decision-making in purchasing a Truck Tyre.

ACHIEVEMENTS & POSITIONS OF RESPONSIBILITY

- Stood 2nd in national league of chess & Boxing, 2014.
- Bagged Silver Medal in National Ranking Chess & Boxing, 2014.
- Bronze Medal in UP Olympiad Boxing, 2011.
- 2ndrank in CBSE east zone chess championship, 2008.
- Secured 2nd rank in U.P. State Under-19 chess championship, 2010
- Registered Boxer of Indian boxing federation and the link to this is "<http://indiaboxing.in/boxerdetails.php?regno=10932> "
- Bagged Gold Medal in Chess Championship IM-BHU , 2018.
- Bagged Gold Medal along with team in Cricket Championship IM BHU,2018& 2019.
- School Captain (Council Member) in Sunbeam School Bhagwanpur , 2010-11.
- School Discipline Head (Council Member) in Sunbeam School Bhagwanpur , 2011-12.

(Rishav Kumar Rai)