



# KSHAMA DWIVEDI

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## PROFESSIONAL SUMMAR

I am a passionate Sales person with excellent Interpersonal and Negotiation skills. I am eager to understand the prospect or customer and his or her unique needs and how an offering fits into that picture. Eager to learn more in future life.

## KEY SKILLS

Strong leadership capabilities and people management skills | Sales | Market Research | Customer Management |

## KEY POSITIONS HELD

Coordinator | Chanakya Club, LPU | 2022

## AREAS OF INTEREST

| Sales | Market | Interacting people | Driving Cars | Cooking |

## PERSONAL DETAILS

**D.O.B-** 28<sup>th</sup>, August 1998

**Address** – Qr no.- 115, Sector – 3/B, Bokaro Steel City, Jharkhand, India. Pin - 827003

**Languages Known-** English, Hindi,

## LINKEDIN ID

<https://www.linkedin.com/in/kshama-dwivedi-96581220a/>

## ACADEMICS

- **MBA** | Pursuing from Lovely Professional University, Jalandhar, Punjab | 2021-23 | Marketing & Digital Marketing | CGPA 7.8
- **B.Com** | Balaji College of Arts, Commerce and Science, Pune, Maharashtra | 2017-20 | Percentage: 67.25%
- **12<sup>TH</sup>** | M.G.M.H.S School, Bokaro Steel City, Jharkhand (CBSE) | 2016-17 |
- **10<sup>TH</sup>** | M.G.M.H.S School, Bokaro Steel City, Jharkhand (CBSE) | 2014-15 |

## CERTIFICATIONS

- Fundamentals of Digital Marketing | Google Digital Garage | May 2021  
Completed a 40 hours course which focused on basics of Digital Marketing.

## CO-CURRICULAR ACTIVITIES

- Attended a workshop on 'Personal Branding' by Ms. Ankita Nandy (soft skill, Faculty LPU) | LPU | January 2022.
- Attended a session of 'International Conference on the theme Industry5.0' by Mr. Michael Rada (Industry5.0 founder) | LPU | January 2022.
- Attended a Webinar on 'Google Ads.' By Daksh Juneja, Trainer, IIDE | IIDE | February, 2022.

## INTERNSHIP

- Completed 50 days of internship period with "**Roca Bathroom Products Private Limited**", where my role was to find out company's potential outlets in a cluster.
- Completed 7 days internship period with "**GoodSpace**", where my role was to promote the brand on all social media platforms. [ GoodSpace is a job searching application]

## LIVE PROJECT

- Completed 30 days live project with "**Thebabybo**", My role was to sell company's baby products to prospective customers.
- Completed 30 days live project with "**Meta Saver Society**", My role was to promote the Meta Crypto Coins on all social media platforms.