

ROLL NUMBER: P24703056**Tanishq Duraphe**
Male**DOB**

01-Oct-2000

TECHNICAL SKILLS

- Adobe Premier pro
- FI Studio
- Canva
- Content creation
- Brand Logo Designing

PERMANENT ADDRESS

Kotputli Ultratech Cement Works, A-1

City: Jaipur

State: Rajasthan

Pincode: 303101

LANGUAGE

- English
- Hindi
- Marathi

INTERESTS

- Reading
- Music

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-NBS	NICMAR University, Pune	NA	2026
Graduation	NOIDA INTERNATIONAL UNIVERSITY, NOIDA, UTTAR PRADESH	68.68	2022-Sep
Intermediate	CENTRAL BOARD OF EDUCATION, GREATER NOIDA, UTTAR PRADESH	59.60	2019-May
High School	CENTRAL BOARD OF EDUCATION, SATNA, MADHYA PRADESH	60.8	2017-Jun

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 17 Weeks)**ULTRATECH CEMENT**

10-Mar-2024 - 09-May-2024

8 Weeks**PROFILE:** TRAINEE IN HR MANAGEMENT

- Intern and Trainee in HR Management, Ultratech Cement
- Gained experience in the complete employee life cycle, covering all stages from onboarding to exit processes.
- Assisted in the recruitment process, including sourcing, selecting, and interviewing candidates. Supported the implementation of talent management strategies, focusing on the development and identification of high-potential employees.
- Contributed to 3 organizational development initiatives aimed at improving overall effectiveness and employee engagement.
- Participated in external hiring processes using Naukri.com and managed approximately 15 candidate referrals.

ULTRATECH CEMENT

20-May-2025 - 20-Jul-2025

8 Weeks**PROFILE:** INTERN

- Conducted stakeholder surveys with 50+ key stakeholders (cement plants, RMC plants, dealers, contractors, infra projects) to evaluate UltraTech's market presence and customer perception.
- Analyzed cement sales patterns, dealer network performance, and customer buying behavior, benchmarking UltraTech against competitors.
- Studied competitive brand strategies (pricing, delivery timing, credit terms, and promotional offers) to identify gaps and opportunities in UltraTech's positioning.
- Researched market demand cycles and seasonal variations, linking procurement timing to sales trends.
- Prepared 8+ weekly activity & analysis reports for the marketing team, ensuring timely updates to senior managers.
- Collaborated with dealers and contractors to understand challenges in supply chain, influencing recommendations for improved market penetration.
- Delivered insights on dealer engagement, brand preference drivers, and competitive threats, supporting actionable lead conversion and sales strategy inputs.
- Achieved 100% completion of survey targets within the internship period while ensuring accuracy and reliability of data collected.

ACHIEVEMENT DETAIL

District Level AthleteAs a dedicated district-level athlete from 2016 to 2019, I excelled in the 100-meter dash, securing a silver medal, and demonstrated exceptional teamwork by winning a gold medal in the relay race.