

ROLL NUMBER: P25700084**Mr. Rohith M J**

Male

DOB

13-Nov-2000

TECHNICAL SKILLS

- AutoCAD
- MS Office
- MS Project
- PowerBI
- Primavera

PERMANENT ADDRESS

2B MRG Shivapriya_x000D_
Kottekkad Road, Viyyur
City: Thrissur
State: Kerala
Pincode: 680010

LANGUAGE

- ENGLISH
- MALAYALAM
- HINDI

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-ACM	NICMAR University, Pune	8.03	2027
B.Tech <i>Civil Engineering</i>	APJ ABDUL KALAM KERALA TECHNOLOGICAL UNIVERSITY	72.2	2022-Aug
Intermediate <i>Science (PCM)</i>	CENTRAL BOARD OF SECONDARY EDUCATION	79	2018-May
High School	CENTRAL BOARD OF SECONDARY EDUCATION	87.4	2016-May

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 8 Weeks)**Asian Paints Limited**

11-May-2026 - 11-Jul-2026

8 Weeks**PROFILE:** Sales Engineering: Waterproofing (SE)

Project Title: Identify WP / flooring potential in Coimbatore / Tirupur / Erode market.

- **Market Mapping & Research:** Mapped 8 industrial clusters via primary market research to build a verified B2B lead database of 80+ factories.
- **Revenue Pipeline:** Calculated an addressable opportunity of Rs.3.1 to Rs.5.2 crore from key accounts based on verified floor areas and maintenance budgets.
- **Strategic Analysis:** Executed a 3-level gap analysis on conversion barriers and proposed MSME-targeted go-to-market strategies to regional leadership.
- **Consultative Sales:** Delivered product pitches for waterproofing and flooring solutions tailored to industry-specific operational stress factors.

CERTIFICATION DETAIL

- KPMG Lean Six Sigma Green belt
- S.P Jain Data Analysis
- Emory University Finance for non-finance managers
- L&T Eductech Construction Equipment Maintenance and Safety
- TBMs, Pile Rigs, Cranes & Hauling Vehicles