

ROLL NUMBER: P25700270**Ms. Manya Madhu**

Female

DOB

21-Jun-2003

TECHNICAL SKILLS

- AutoCAD
- MS Projects
- Primavera

PERMANENT ADDRESS

217, Shyam Nagar NX, Near
Abhinandan Nagar, Shukhliya
City: Indore
State: Madhya Pradesh
Pincode: 452010

LANGUAGE

- English
- Hindi
- Malayalam

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-ACM	NICMAR University, Pune	7.82	2027
B.E. <i>Civil Engineering</i>	RAJIV GANDHI PROUDYOGIKI VISHWAVIDHALAYA	87.4	2025-Apr
Intermediate <i>Science (PCM)</i>	INDORE, MADHYA PRADESH	84.4	2021-Jul
High School	INDORE, MADHYA PRADESH	82	2019-May

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 19 Weeks)**PD AGRAWAL CONSTRUCTION COMPANY INDORE**

01-Jun-2023 - 30-Jun-2023

4 Weeks**PROFILE: INTERN**

I undertook a 1-month internship at PD Agrawal Construction Company, Indore where I was actively involved in the execution and supervision of civil infrastructure projects, including road construction and retaining wall structures. My responsibilities included assisting in daily site inspections, monitoring construction activities to ensure compliance with engineering drawings and safety standards, and preparing quantity estimates and material requirement sheets. I participated in quality control checks by conducting slump tests and ensuring the correct mix proportions of concrete. Additionally, I helped track project progress through site logs and coordinated with on-site engineers to resolve minor execution issues. This internship provided me with practical exposure to construction site management, reinforced my understanding of structural detailing, and improved my ability to work in a fast-paced, deadline-driven environment.

CSIR-NIIST THIRUVANANTHAPURAM

15-May-2024 - 05-Jul-2024

7 Weeks**PROFILE: RESEARCH INTERN**

I successfully completed a 1.5-month internship at CSIR-NIIST, Thiruvananthapuram in the Environmental Technology Division, where I worked as a research intern on sustainable wastewater treatment technologies. My responsibilities included conducting laboratory analysis of fresh fecal matter, measuring nitrogen and phosphorus content using spectrophotometric and Kjeldahl methods, and assisting in microbial activity assessments. I was involved in preparing chemical reagents, maintaining lab records, and calibrating equipment for precise nutrient analysis. I also helped in reviewing scientific literature, compiling technical data, and preparing documentation for internal reporting. Working under the guidance of senior scientists, I contributed to the conceptualization of experimental setups aimed at improving nutrient recovery and water quality. This internship significantly enhanced my hands-on skills in environmental laboratory work, data interpretation, scientific writing, and reinforced my understanding of real-world challenges in sanitation and wastewater management.

Saint Gobains

04-May-2026 - 02-Jul-2026

8 Weeks**PROFILE: Management Intern**

- Conducted comprehensive **market research and business development activities** for Saint-Gobain's **Glass Railing** and **Shower Cubicle** product portfolio across key residential markets in Pune.
- Surveyed **80+ ongoing and newly launched residential projects**, sample flats, and builder sales offices to evaluate product penetration, identify business opportunities, and generate qualified sales leads.

- Assessed the adoption of Saint-Gobain solutions by benchmarking competitor products, analyzing customer preferences, and identifying potential market gaps to support strategic sales initiatives.
- Established and nurtured relationships with **developers, architects, channel partners, dealers, and project sales teams** to gather market intelligence and facilitate business development efforts.
- Prepared detailed project reports, maintained lead databases, and tracked project progress to support the regional sales team in opportunity identification and pipeline management.
- Developed in-depth technical knowledge of premium **glass railing systems** and **shower cubicle solutions**, enabling effective product positioning and value-based customer engagement.
- Collaborated closely with the sales team under the guidance of **Mr. Bhaskar Gupta**, gaining hands-on exposure to **B2B sales, consultative selling, territory mapping, client relationship management, and strategic market analysis**.

PUBLICATIONS DETAIL

Estimation of Rainfall- Runoff and Determination of Groundwater by Resistivity Meter: A Case Study
Published in Springer Nature- Indian Young Geotechnical Engineers Conference (IYGEC 2025), a five-year hydrological study (2019- 2023) of a 60-acre catchment, estimating runoff coefficients and seasonal runoff volumes, and evaluating groundwater recharge potential through infiltration analysis and Schlumberger resistivity surveys. Findings revealed low recharge potential in sedimentary terrain, offering actionable insight for regional water resource planning.

ACHIEVEMENT DETAIL

1. Design Patent Registered: Successfully filed and registered a design patent titled "Nutrient Removal Device for Fecal Sludge Management" in April 2025, recognizing the novelty in the shape and configuration of a bench-scale nutrient removal device developed as part of the final-year project.
2. Presented and published a research paper titled "Estimation of Rainfall Runoff and Determination of Groundwater by Resistivity Meter: A Case Study" under the Indian Geotechnical Society (IGS) at the IYGEC Conference, IIT Indore.
3. International Conference Presentation
Presented a project paper on "Nutrient Removal and Aeration: A Bench Scale Study on Fresh Fecal Material" at the E2M International Conference hosted by IIT Indore.
4. Winner, 1st Prize in paper presentation at NEEV (National Level Student Paper Presentation) conducted at IPS Academy for three consecutive years on Ancient Marvellous Structures and Nutrient Removal and Aeration.
5. 3rd Prize in Asian Smart Care Challenge 2025-26.
6. Participant, Entrepreneurship Cell Local startup meet, IIT Kharagpur 2023.
7. Workshop Coordination & Participation: Attended and coordinated the International Workshop on Numerical Methods and Experimental Techniques for Sustainable and Disaster-Resilient Infrastructure.
8. Participated in National Workshop on Waste to Wealth: Recent Trends and Technological Advancements in Wastewater Treatment.
9. World Record Holder: Participated in the 51st Khajuraho Dance Festival, contributing to a Guinness World Record for the longest classical dance marathon (24 hours, 9 minutes, and 26 seconds).