

ROLL NUMBER: P25701028**Ms. Madhura Dinesh Bagwe**

Female

DOB

12-Oct-1999

TECHNICAL SKILLS

- MS Office
- MS Project
- AutoCAD
- Power BI
- Primavera
- Sketchup
- Lumion
- Enscape
- Photoshop
- Candy

PERMANENT ADDRESS1802,AISHWARYA HEIGHTS,OPP
LIC COLONY_x000D_ MITHAGAR
ROAD, Mulund East.

City: Mumbai Suburban

State: Maharashtra

Pincode: 400081

LANGUAGE

- ENGLISH
- HINDI
- MARATHI

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-APM	NICMAR University, Pune	9.12	2027
B.Arch. <i>Architecture</i>	MUMBAI UNIVERSITY	71	2022-Apr
Intermediate <i>Science (PCMB)</i>	MAHARASHTRA STATE BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION	64	2017-May
High School	MAHARASHTRA STATE BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION	87.2	2015-Mar

TOTAL WORK EXPERIENCE: 26 month(s)**Godrej & Boyce Manufacturing Company Limited**

19-Sep-2022 - 11-Dec-2024

2 Years, 2 Months, 22 Days**PROFILE:** Assistant Manager- studio design for Interio Division

Specialised in end-to-end residential interior fit-outs across a 26-month tenure, seamlessly integrating creative concept design with turnkey site execution. Conducted structured design consultations and commercial discussions with clients, translating bespoke requirements into tailored spatial layouts, technical docketts, and value-engineered BOQs. Directed on-ground execution across multi-trade contractors and material vendors, ensuring strict QA/QC compliance and successfully delivering a cumulative project portfolio exceeding Rs 15 Crores (individual ticket sizes of Rs 25 Lakhs+) with an on-time and within-budget completion rate.

Key Responsibilities & Core Impact**Commercial Sales & Contract Closures:**

Accelerated business growth across luxury and premium residential interior design; conducted in-depth client discovery, delivered high-conversion 3D design pitches, and formulated detailed BOQs/rate managing an aggregate portfolio exceeding Rs10 Crores; analyses to achieve a 30%+ lead-to-contract closure rate.

Channel Partnerships & B2C Client Acquisition:

Established and managed high-yield contractor referral networks with premier developers, Dosti Realty, driving qualified residential leads and expanding the B2C client acquisition pipeline.

Concept Design & Spatial Engineering:

Collaborated directly with 25+ high-net-worth clients to create customised architectural layouts, joinery detailing, and 3D visualisations, achieving an optimal balance between aesthetic intent, ergonomics, and structural practicality.

Commercial Bid Proposals & Pricing:

Developed end-to-end commercial proposals, cost estimation models, and material specifications, ensuring value-engineered pricing while protecting targeted gross profit margins on every project.

On-Site Execution & Multi-Vendor Governance:

Directed end-to-end turnkey site execution from initial civil shell to final fit-out, supervising 10+ specialist contractors, trade vendors, and material suppliers to prevent logistical bottlenecks and ensure zero site downtime.

Project Controls (Cost, Schedule & QA/QC):

Implemented stringent milestone schedules and site-level QA/QC checklists across high-value residential interior projects, achieving an on-time completion record

Client Retention & Account Growth:

Fostered robust stakeholder relationships through transparent progress tracking and structured handover governance, generating 20%+ repeat business and a referral-driven pipeline.

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 26 Weeks)**Daisaria Associates**

27-Jan-2021 - 11-Jun-2021

19 Weeks
PROFILE: Intern

- Architectural Drafting & GFC Working Drawings:**
 Prepared 2D architectural layouts, joinery detailing, and working drawings using AutoCAD, with technical specifications and municipal building codes.
- 3D Spatial Modeling & Photorealistic Rendering:**
 Developed detailed 3D spatial models and high-resolution design renders utilising SketchUp, Lumion, and Enscape, translating client design briefs into functional and aesthetic spatial concepts.
- Marketing Collateral & Brochure Design (Photoshop):**
 Designed professional marketing brochures, client pitch decks, and visual sales collateral using Adobe Photoshop, enhancing design communication and accelerating client buy-in during project presentations.

Pidilite Industries Limited

04-May-2026 - 26-Jun-2026

7 Weeks
PROFILE: Summer Intern

Pidilite Industries Limited (Pidilite Professional Solutions – PPS) | May 2026 – June 2026

Summer Intern – Opportunity Mapping and Go-To-Market Strategy of Precast Construction Chemicals for Pidilite Professional Solutions (PPS)

Landmark Field Visit & Technical Diagnostics:

Conducted on-site process evaluations across high-profile developments, including the Mumbai–Ahmedabad High-Speed Rail Corridor (MAHSR) and Suraksha Smart City (362-acre township with a 16-acre captive plant), to evaluate precast erection workflows and connection joint mechanics.

Competitor Benchmarking & Gap Analysis:

Benchmarked Pidilite formulations against incumbent brands (Sika, FOSROC), isolating chronic site vulnerabilities such as joint water leakage (83.3% frequency) and tower crane idle bottlenecks.

Upstream Specification Intercept:

Created a design-capture strategy targeting Tier-1 structural consultants and PMCs during the concept/DPR phase, leveraging research showing 66.7% of chemical specifications are permanently frozen before tender release.

Engineering Risk & RPN Priority Modelling:

Analysed critical field vulnerabilities using a Failure Mode Risk Priority Number (RPN) framework; identified Post-Tensioned Cable Grouting Deficiencies (RPN=20) and Recess/Sleeve Joint Cracking (RPN=16) as primary commercial opportunity areas.

Commercial Go-To-Market (GTM) Strategy:

Formulated a 4-stage market-entry and commercialisation roadmap for PPS to penetrate Western India's precast construction chemical sector (14.2% CAGR), targeting market expansion across residential, commercial, and mega-infrastructure segments.

Product-to-Problem Chemistry Mapping:

Systematically aligned chronic precast failure modes with specialised PPS product formulations compliant with BS EN 447, ASTM C1107, and ASTM C920, establishing targeted application protocols for PT cable grouting, sleeve connections, and elastomeric joint waterproofing.

ACHIEVEMENT DETAIL

Target Overachievement & Performance Rewards: Consistently achieved and exceeded quarterly revenue and sales targets, earning multiple formal performance awards and organisational commendations.

Excellence in Project Documentation: Formally recognised for outstanding technical docket preparation, demonstrating superior accuracy, quality compliance, and structured project governance

High-Value Project Lifecycle Management: Successfully spearheaded end-to-end delivery of high-value residential interior projects, aligning spatial design innovation with commercial budget targets.