

ROLL NUMBER: P25701075**Mr. Varun Amar Bhanushali**

Male

DOB

13-Aug-2001

TECHNICAL SKILLS

- AutoCAD
- MS Office
- MS Project
- Primavera
- Asana
- Candy software
- project analytics

PERMANENT ADDRESS

Gurukul Nagar,yukta Apartment,flat
No 2/3, Kinhavali
City: Thane
State: Maharashtra
Pincode: 421403

LANGUAGE

- ENGLISH
- HINDI
- MARATHI
- GUJRATI

INTERESTS

- Drama & Playwriting
- Running marathons
- playing a musical instrument
- Listening to podcasts

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-APM	NICMAR University, Pune	7.02	2027
B.E. <i>Civil Engineering</i>	MUMBAI UNIVERSITY	60.22	2024-Jul
Intermediate <i>Science (PCM)</i>	MAHARASHTRA STATE OF HIGHER AND SECONDARY EDUCATION/THANE	60	2019-May
High School	MAHARASHTRA STATE BOARD/MURBAD	83.4	2017-Jun

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 34 Weeks)**Manish Construction**

24-Jul-2024 - 03-Feb-2025

27 Weeks**PROFILE:** Junior Engineer

- Managed on-site construction activity with a focus on quality and technical compliance, building a working, on-ground understanding of contractor priorities, site workflows, and buying decisions.
- Site inspections and compliance checks were carried out on core construction-chemical categories, including adhesives, sealants, and waterproofing agents, evaluating product performance directly at the point of use.
- Contributed to layout, reinforcement detailing, and quantity estimation, which was critical in optimizing chemical and adhesive solution usage and built the technical fluency needed to advise contractors credibly on fastening and chemical anchor systems.
- Teamwork and clear communication were fostered with the workforce and cross-functional teams, coordinating priorities between site staff, engineers, and management on a daily basis.
- Senior engineers were supported in planning, execution, and documentation across the project lifecycle, ensuring strong cross-functional bonds and reliable follow-through.
- Project goals and site instructions were communicated to the workforce, acting as a day-to-day bridge between field operations and management priorities.

Pidilite Industries

04-May-2026 - 26-Jun-2026

7 Weeks**PROFILE:** Business Development & Market Research

- Drove field-level market entry research for Pidilite's new raincoat product line, targeted at the new-construction segment, taking on the core mandate of understanding the customer, mapping the opportunity, and building the case to sell.
- More than 20 leading real estate developers, including Lodha, Suntek, Rustomjee, Raheja, Godrej, Kalpataru, Rajlaxmi, and Mayfair, were personally visited and engaged to assess demand, adoption potential, and buying behavior at construction sites.
- Strong rapport was built with developer stakeholders at each site visit, gathering firsthand input on project timelines, procurement cycles, and decision-making hierarchies to develop account intelligence for prioritizing opportunities and winning territory.
- Distributor and channel discussions were held to evaluate route-to-market feasibility, sales potential, and channel economics, reflecting the distributor and dealer management responsibilities expected in an account management role.
- Competitor analysis was performed by mapping key players, pricing, and positioning to identify white-space market entry opportunities and inform pricing strategy.

- Findings were compiled into a business plan and recommendation deck, presented to internal stakeholders to support a new business launch decision, reflecting end-to-end ownership from field insight through to executive presentation.
- Consultative, needs-based selling was practiced throughout the internship by tailoring the pitch for each developer visit to their specific project stage and material requirements.

CERTIFICATION DETAIL

- AUTOCAD CIVIL
- Equity Market Analyst
- Corporate Finance
- Business Valuation

ACHIEVEMENT DETAIL

- Achieved honours in concrete technology
- Organized and promoted campus events, demonstrating leadership and a strong community focus.
- Developed teamwork and organizational skills through consistent volunteering and student leadership roles.
- Served as a Planning Team Member for NSS, contributing to the planning and execution of NSS camp activities, including coordination of schedules, logistics, volunteers, and community initiatives.
- Contributed to the Sattva Sustainability Club by supporting sustainability-focused initiatives and environmental awareness activities, and by planning and executing various campus programs.