

ROLL NUMBER: P25700133


Ms. Disha Avinash Kamble
Female

DOB

02-Oct-2001

TECHNICAL SKILLS

- Construction Chemicals & Product Knowledge
- B2B Sales & Business Development
- Key Account Management
- Specification Management
- Customer & Stakeholder Management
- Sales Funnel & Order Management
- Contractor & Consultant Coordination
- Procurement

PERMANENT ADDRESS

Build No 230 Room No 8975
 Kannamwarnagar 1 Vikhroli East
 City: Mumbai Suburban
 State: Maharashtra
 Pincode: 400083

LANGUAGE

- ENGLISH
- MARATHI
- HINDI

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-ACM	NICMAR University, Pune	8.44	2027
B.E. <i>Civil Engineering</i>	UNIVERSITY OF MUMBAI	77.01	2023-Jul
Intermediate <i>Science (PCMB)</i>	MAHARASHTRA STATE BOARD MUMBAI/MAHARASHTRA	64.62	2019-Feb
High School	MAHARASHTRA STATE BOARD MUMBAI/MAHARASHTRA	78.8	2017-Mar

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 95 Weeks)
AHLUWALIA CONTRACTS

04-May-2026 - 30-Jun-2026

8 Weeks
PROFILE: Summer Intern

- Visited **Tata Memorial Hospital – Platinum Jubilee Block site** and observed construction execution, including reinforcement, formwork, concreting, material handling, safety and quality practices.
- Supported **procurement and vendor coordination** for **CSMT Redevelopment and Tata Memorial Hospital – Platinum Jubilee Block**, with exposure to **PR, RFQ, quotation evaluation, PO and material tracking**.
- Worked closely with the **Procurement Head** on CSMT procurement activities, gaining exposure to **B2B interactions, technical requirements and vendor coordination**.
- Conducted **market and product analysis** of construction-material brands including **Pidilite, Asian Paints, UltraTech and JSW**, evaluating product specifications, applications requirements and competitive positioning.
- Studied **waterproofing, adhesives, sealants, repair products, cement and concrete solutions and construction chemicals**, comparing their applications and suitability for project requirements.
- **Learned and applied SAP MM** across **PR, RFQ, quotation evaluation, PO, material tracking and Goods Receipt**, connecting procurement activities with project requirements.

INDIAN INSTITUTE OF TECHNOLOGY BOMBAY (IIT BOMBAY)

07-Jul-2023 - 30-Dec-2024

77 Weeks
PROFILE: PROJECT ASSOCIATE

- Contributed to multidisciplinary infrastructure consultancy assignments including **Deendayal Port Authority, Hindustan Shipyard Ltd. (HSL) Vizag, Kandla Port, Jind Narwana, Auranga River and Purna River projects**.
- Supported **technical bid evaluation and tender documentation for Retrofitting of Cargo Berths No. 10 & 7 at Deendayal Port**, assessing contractor methodologies, technical capabilities and project requirements.
- Worked on **Temporary Cofferdam at HSL Vizag and Temporary Steel Bridge/Bypass for ODC Movement at Jind Narwana**, gaining exposure to temporary works, constructability and site requirements.
- Contributed to **Structural Restoration of Cyclone-Damaged Screen Wall at Kandla Port**, involving technical assessment and engineering recommendations.
- Supported technical studies for the **100 KLD FSTP at Palakkad** and **Multi-Village Drinking Water Supply Scheme at Vijayapura**, including technical review, engineering evaluation and project documentation.
- Coordinated with **clients, consultants, contractors and multidisciplinary teams**, preparing technical reports, pre-feasibility studies and preliminary cost estimates.

BHABHA ATOMIC RESEARCH CENTRE (BARC)

14-Dec-2021 - 31-Jan-2022

6 Weeks
PROFILE: STRUCTURAL DESIGN INTERN

- Gained hands-on experience in designing and developing structural solution under the guidance of experienced engineers.
- Worked on the structural design of proposed Dog Kennel building at RMP Plant site, Mysore, focusing on understanding load transfer mechanisms through finite element modeling using STAAD.Pro.
- Assisted in documenting design decisions, preparing technical reports, and ensuring compliance with relevant codes and standards.

GEO INFO TECH

02-Jun-2022 - 04-Jul-2022

4 Weeks
PROFILE: GIS INTERN

- Gained knowledge of GIS software and worked on an ongoing project at Navi Mumbai MIDC for renovation and replacement of water supply line for MIDC industries. Also visited the sites for on ground drone surveys.
- Learned many geospatial tools such as QGIS , ArcGIS and their uses in civil engineering applications from experts.

CERTIFICATION DETAIL

- STAAD PRO
- PRIMAVERA
- MSP PROJECT
- AUTOCAD 2D

ACHIEVEMENT DETAIL
ACHIEVEMENTS

- **Business Development Intern – UPRIDE:** Contributed to customer acquisition and business growth strategies for technology-driven automated vehicle learning solutions across 2W, 3W, 4W and commercial vehicles.
- **International Fashion Brand – Svelte Belle:** Worked for **1 year** on sales growth, customer engagement and business development strategies for an international fashion brand.
- Gold Medalist (District Level) at Maharashtra State Junior (Boys-Girls) Wushu Championship 2016-2017.
- Gold Medalist at Mumbai District Sub, Junior/Senior Wushu Championship 2016.
- Gold Medalist at Cricket Championship at Datta Meghe College of Engineering 2023.
- Silver Medalist at Volleyball Championship at Datta Meghe College of Engineering 2023.
- Selected as an Intern in the Environmental and Climate Change Department, Gov of Maharashtra by Mission Director Majhi Vasundhara Abhiyan.
- Participated in National level Smart India Hackathon 2023.
- One Month Professional customer service training done under Tech Mahindra.
- Attended Industry Expert session - She Leads the Field by Hilti - India.

POSITION OF RESPONSIBILITIES

- Placement Committee Coordinator at Datta Meghe College of Engineering.
- NSS (National Service Scheme) Volunteer at Datta Meghe College of Engineering.
- Volunteer at IGBC (Sustainability) Mumbai Chapter at The Taj Mumbai.
- Volunteer at Nature's Ally foundation serving Animals.