

ROLL NUMBER: P25703048**Mr. Ayush Verma**

Male

DOB

26-Jun-2002

TECHNICAL SKILLS

- Google Ads & Meta Ads
- Wordpress
- Python
- MS Excel
- MS PowerPoint
- MS Word

PERMANENT ADDRESS

Tehsil Sunni, Jaili Dhar (143),
Shimla, Himachal Pradesh
City: Shimla
State: Himachal Pradesh
Pincode: 171007

LANGUAGE

- English
- Hindi

INTERESTS

- Strength Training
- Playing Chess

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-NBS	NICMAR University, Pune	7.70	2027
B.Sc. <i>Hospitality Administration</i>	CHITKARA UNIVERSITY	83.3	2024-Aug
Intermediate <i>Commerce</i>	CENTRAL BOARD OF SECONDARY EDUCATION	90.4	2021-Jul
High School	CENTRAL BOARD OF SECONDARY EDUCATION	84.6	2019-May

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 42 Weeks)**Asset Deals**

05-May-2026 - 03-Jul-2026

8 Weeks**PROFILE:** Sales and Marketing Intern

- Drove lead generation and conversions through consistent cold calling and follow-ups.
- Managed inbound sales leads end-to-end, improving follow-up turnaround and conversion rate.
- Coordinated 8+ client site visits, ensuring a seamless experience from inquiry to walkthrough.
- Partnered with the sales team on data-driven follow-up strategies to support revenue targets and business growth.
- Built hands-on expertise in real estate sales from lead generation to closing.

Hotel Holiday Home

12-Jun-2023 - 15-Oct-2023

17 Weeks**PROFILE:** Front Office Trainee

- Communicated daily hotel promotions and upsell opportunities.
- Analyzed guest data to identify upsell opportunities.
- Executed promotional offers and packages to support sales and revenue.

THE ST REGIS

01-Sep-2022 - 31-Dec-2022

17 Weeks**PROFILE:** F&B Intern

- Coordinated events from planning to execution.
- Delivered personalized service to VIP guests, resolving issues in real time and maintaining service quality standards.

ACHIEVEMENT DETAIL

- **MBA Thesis:** Conducting research on Farms in the Pune region and their marketing practices, analysing primary data to understand marketing approaches and business challenges.
- **Python Project - Pharmaceutical Inventory Optimisation:** Developed an inventory optimisation project using Python, applying data analysis techniques to address stock levels, demand and inventory optimisation.
- **Leadership:** Served as House Captain in Grade 12, leading students across inter-house competitions and events.
- **FIFA World Cup Qatar 2022:** Gained international exposure to large scale global event operations.
- **Event Management:** Participated in and supported multiple college events during Bachelor's developing coordination and teamwork skills.

- **Social & Sustainability:** Visited Nisarga Mitra Farm (NGO), gaining exposure to sustainability and community oriented initiatives.
- **Bodybuilding** : Participated in a bodybuilding competition, demonstrating discipline, consistency and commitment to fitness.
- **Fitness Certifications:** Completed professional fitness certifications.