

Ramandeep Khatkar

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EDUCATION			
Degree/Qualification	Institution	CGPA/Percentage	Year
MBA (Expected April 2022)	Indian Institute of Technology, Kanpur	NA	2020-Present
B.Tech (Agriculture Engineering)	COAE&T, CCS HAU, Hisar	75.5%	2014-2018
HSC (12 th)	Blue Bells Senior Secondary School, Naraingarh (CBSE)	89%	2014
SSC (10 th)	St. Xavier's High School, Panchkula (ICSE)	84%	2012

WORK EXPERIENCE	
Mahindra & Mahindra Ltd. Graduate Apprenticeship Trainee	Haryana August 2018 – August 2019 • 12 months
<ul style="list-style-type: none">▪ Head managerial role in handling product deliveries end to end, including all facets of a delivery like marketing strategy, operations, customer dealings and quality control▪ Marketing strategist for direct field marketing and customer relationship management across districts▪ Responsible for managing end to end sales▪ Involved in company strategy making for business growth especially for new customer acquisition, affecting overall sales growth▪ Managed dealership teams across districts ensuring the accomplishment of monthly targets▪ Provided direction, mentorship and motivation on a day to day basis	

POSITION OF RESPONSIBILITY	
IIT Kanpur	<ul style="list-style-type: none">▪ Secretary (Events), Entrepreneurship Cell

CERTIFICATIONS	
<ul style="list-style-type: none">▪ Operation and Maintenance of Tractor and Agricultural Machinery at “Northern Region Farm Machinery Training and Testing Institute, Hisar”▪ Certification on The Business of Logistics in Supply Chain Management issued by Udemy	

ACADEMIC PROJECTS	
COAE&T, CCS HAU	<ul style="list-style-type: none">▪ Performance evaluation of a Post Hole Digger
M/S Smartweb Solutions, Delhi	<ul style="list-style-type: none">▪ Two months internship at M/s Smartweb Solutions on its start-up TrucksBuses.com▪ BTL and Digital Marketing
IIT Kanpur	<ul style="list-style-type: none">▪ Designing a statistical model for the analysis of the dependence of temperature on different environmental parameters

ACHIEVEMENTS	
COAE&T, CCS HAU	<ul style="list-style-type: none">▪ Secured 1st position in Rallies/Slogans in 7-day Annual NSS Camp held at Agroha, Hisar▪ Represented Chaudhary Charan Singh Haryana Agricultural University at All India Agricultural Universities Youth Festival, 2016-17, in dance competition▪ Represented Chaudhary Charan Singh Haryana Agricultural University at All India North Zone Inter Universities Basketball Championship, 2017▪ Member of publication committee at ISAE convention

OTHER INTERESTS AND HOBBIES	
<ul style="list-style-type: none">▪ Dancing ▪ Basketball ▪ Cooking ▪ Movies and Web series	