

# Mansi Shailesh Lonkar

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EDUCATION			
Degree/Qualification	Institution	CGPA/Percentage	Year
MBA (Expected April 2025)	Indian Institute of Technology, Kanpur	-	2023 - Present
B.E. (Civil Engineering)	Pimpri Chinchwad College of Engineering, Nigdi, Pune	8.29	2019-2023
HSC (12 <sup>th</sup> )	P B Jog, Pune (Maharashtra State board)	77.08%	2018
SSC (10 <sup>th</sup> )	Infant Jesus High School, Pune (Maharashtra State board)	94%	2016

WORK EXPERIENCE	
<b>Relation Realtech Pvt. Ltd.</b> <b>Sales Executive</b>	<b>Pune</b> <b>September 2021 – March 2022 ▪ 6 months</b>
<ul style="list-style-type: none"><li>▪ Delivered persuasive sales pitches, effectively communicating property features and investment potential</li><li>▪ Looked after the coming up leads, follow up on inquiries, and nurtured relationships, resulting in client retention</li></ul>	

POSITION OF RESPONSIBILITY	
<b>IIT Kanpur</b>	▪ Alumni and Corporate Relations Coordinator for MBA (Batch 2023-25)

CERTIFICATION
<ul style="list-style-type: none"><li>▪ 'Introduction to Data Analytics' by Coursera</li><li>▪ 'Product Management A-Z: Hands-On, Real-World Simulation 2023' by Udemy</li><li>▪ 'Product Marketing Launch Plan: Product GTM with Dekker, MBA' by Udemy</li><li>▪ 'Marketing Analytics: Stand Cut by Becoming an Analytics Pro!' by Udemy</li><li>▪ 'The Complete SQL Bootcamp: Go from Zero to Hero' by Udemy</li><li>▪ 'Learning Python for Data Analysis and Visualization Ver 1' by Udemy</li><li>▪ 'Microsoft Excel 2023 - From Beginner to Expert in 6 Hours' by Udemy</li><li>▪ 'Business Fundamentals: Marketing Strategy' by Udemy</li></ul>

ACADEMIC PROJECT	
<b>Pimpri Chinchwad College of Engineering, Pune</b>	<ul style="list-style-type: none"><li>▪ Studied the land suitability using QGIS to understand existing cropping patterns for Osmanabad</li><li>▪ Determined crop water requirements for efficient water management and increasing crop yield</li></ul>

ACHIEVEMENT	
<b>Relation Realtech Pvt. Ltd.</b>	▪ Awarded with outstanding performance during the month of November and December 2021

OTHER INTEREST AND HOBBIES
▪ Dance ▪ Trekking ▪ Meditation