

LAVANYA SINGH

OBJECTIVE

To establish and prove my worth to the company while being involved as (Product Manager) and show the skills that I have developed as an individual throughout my experience as a student of MBA-Innovation Entrepreneurship and Analytics.

WORK EXPERIENCE

Business Development Manager

June 2021 – Feb 2022

Elegant Technosoft

- Consulting potential clients to establish rapport and arrange meetings through proper professional communication
- Strengthened relationship with 10 partners through follow-up meetings.
- Created professional power point presentations saving nearly 10 hours of manual work weekly.

Data Analyst

March 2021

MedTourEasy

- Designed a prediction model for predicting Blood Donations from a total data base of 100000 people.

Growth Manager

March 2020 – May 2021

Vendo Services Pvt Ltd

- Formulated business strategies and executed them.
- Identified growth opportunities and capitalized on them.
- The same capitalized opportunity resulted in generating 40% of total revenue.

Marketing Lead

Aug 2020 – Oct 2020

Rising Passion Productions

- Led the marketing team and was handling the Social Media page of the company
- Organically grew the Instagram engagement from 3200 followers to 4000 followers in 1 month.
- The Instagram story and weekly live also grew 3 times

CONTACT

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- [Lavanya Singh | LinkedIn](#)
- [luv-gif · GitHub](#)

SKILLS

- Research
- Presentation
- Communication
- Interpersonal skills
- Analyst
- Consulting

Technical

- R
- V-Lookup, Pivot, Dashboard, Macro
- Tableau
- SQL
- MS Power Point presentation
- MS Excel
- SEO, SEM, SMM

EDUCATION

- Symbiosis Institute of Business Management

June 2019 - June 2021

MBA Innovation and Entrepreneurship

- Delhi University

June 2014 – June 2017

B.Com

CERTIFICATION

- IT Diploma
- Product Development
- Marketing, Bloomberg
- Digital Marketing
- Marketing Analytics
- Data Analyst/Business Analyst
- Customized Entrepreneurship Development Programme
- MIS Edge