Aarav Sharma

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EDUCATION

Example Business School (fictional) 2025 - 2027 (expected)
MBA

CGPA [X.X]/10. Student council vice-president.

Example Institute of Technology (fictional) 2018 - 2022
B.E., Industrial Engineering

First class with distinction.

EXPERIENCE

Example Industrial Products Ltd (fictional) May 2026 - Jul 2026
Summer Intern, Business Head's Office, Mumbai

- Analysed margins across 5 product lines and 3 regions; found 2 products drove 70 percent of margin leakage from discounting.
- Proposed a discount-approval policy; the pilot in 1 region lifted gross margin by 1.4 points in 6 weeks.
- Presented findings to the business head and 4 regional managers; policy approved for 2 more regions.

Example Distribution Pvt Ltd (fictional) Jul 2022 - Jun 2025
Area Manager, then Operations Lead, Pune

- Led a team of 18 across sales and logistics for a Rs 45 crore territory; revenue grew 22 percent over 2 years while costs stayed flat.
- Fixed delivery delays at 3 depots by redesigning routes and shift timings; on-time delivery rose from 79 to 92 percent.
- Coached 4 team leads; 2 were promoted within 12 months.
- Renegotiated 5 transport contracts, saving Rs 55 lakh a year without service loss.

PROJECTS

Turnaround plan: [regional retail chain]

Diagnosed falling same-store sales in a case; recommended 3 actions with Rs 3 crore impact; won second place among 180 teams.

College fest operations

Led a 60-person team with a Rs 35 lakh budget; delivered 4 days of events for 12,000 attendees.

SKILLS

Core: P&L management, Sales and operations, People leadership, Strategy

Tools: Excel (advanced), PowerPoint, SAP (basic), Power BI

Languages: English, Hindi, Marathi

EXTRACURRICULARS

- Student council vice-president: ran 3 elections and a Rs 8 lakh budget.
- Volunteer for a rural education NGO, supporting 150 students.
- Cricket: batch team captain.

Fictional candidate. All names, employers, figures and contact details are invented for illustration.