



Madhur Jain

DoB: 19th October 1995

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ACADEMIC CREDENTIALS

Degree	Institute, Location	Percentage	Year
PGDM (Marketing)	ITM Business School, Navi Mumbai	70	2018
B.Com (FM)	MES Pillai College, Mumbai University	56	2016
XII (ISC)	Ryan International School, Navi Mumbai	61	2013
X (IGCSE - CIE)	Ryan Global School, Navi Mumbai	73	2011

TECHNICAL QUALIFICATIONS

Certification for “Digital and Social Media Marketing” – (Digicore)
 Certification for “MS Office and Advance Excel”
 Moderate knowledge/experience of SAP
 Overall very proficient with systems

WORK EXPERIENCE

Aditya Birla Fashion & Retail Ltd (ABFRL)	<p>Management Trainee – Store Operations</p> <ul style="list-style-type: none"> • Inter-functional coordination with various corporate office based teams • Preparing/analysing management reports – Yearly Business Review, Shrinkage, Business Performance, Category wise performance, Stock levels, Audit reports, etc • Store Coach – facilitator for various trainings pertaining to company and business, product, operations, HR policies/welfare, soft skills, etc. (new & existing employees) • Assignments such as Competition mapping - recommendations based on same, and preparing Marketing (BTL) plans • Accumulating & compiling data for ease of understanding and presentation • Prioritising tasks related to – core operations, trainings, extra initiatives, etc • Inventory management – stock inward and outward, ensuring optimum stock levels are maintained, PI/Stock take; as well as checking and ensuring correct offer display • Ensuring SOPs are followed and overseeing floor team to ensure overall smooth operations; also handling and resolving customer issues every now and then • Maintaining floor and merchandise layout/display as per standards and needs 	August 2018 – April 2019
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INTERNSHIP

Pantaloon (ABFRL)	<ul style="list-style-type: none"> • Complete coverage of front-end/back-end theory and practical of all departments: (Cashiering, CSD, Warehouse, Dept. Manager, FA, SOP, Visual Merchandising, HR) • Store/Retail Operations, Marketing (BTL), HR work at store/cluster level • First-hand experience during EOSS period, Big Day flat 50 sale, new arrivals, customer issues, inward/outward of stock, document verification, SAP and other software/technologies being utilised • Projects on Customer Feedback/Loyalty/Retention and Competitor Analysis 	April – August 2017
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NGO INTERNSHIP

Barbhaya Orphanage	<ul style="list-style-type: none"> • Worked with Barbhaya Orphanage, Vile Parle for 14 day NGO internship • Conducted surveys in slums/chawls • Prepared budgets, made presentations to trustees, etc 	December 2016
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EXTRA CURRICULAR ACTIVITIES AND ACHIEVEMENTS

Competitions	<ul style="list-style-type: none"> • Played major role for winning team of GLIMPSE skit/role play at ITM (Hulk) • Won ITMDialougebaazi contest (Bajirao Mastani) • Several sports, activities, and events during school and college phase
Other Interests	Sports – Cricket, Soccer, Table-tennis; Leisure Travelling, Movies and Music
Languages	English (native), Hindi, (Intermediate – Marathi, Gujarati, Marwadi)