Sr No	Students Name	Roll No	Course	Company Name	Duration	Winter Internship Project Details
	WIP_2021-23					
1	Deep Rajan Srivastava	DM21E43	PGDM	100 app technologies	30 Days	Project Title : Chatbot Key Learnings : 1.Secondary data collection 2. Webscraping 3.Data cleaning.
2	Rajveer Singh Sisodiya	DM21D43	PGDM	5NANCE. Com	30 Days	Project Title : A STUDY ABOUT THE FINTECH INDUSTRY IN INDIA Key Learnings : 1. Consumer Buying Behavior of the products and services offered by the company. 2. About the Artificial Intelligence integration in financial products and services. 3. How Machine learning can help People's to reduce the investment risks
3	Vinit Sunil Chiman	DM21E44	PGDM	5NANCE. Com	30 Days	Project Title : DIGITAL MARKETING Key Learnings : 1. PPT PRESENTATION 2. EXCEL 3. CUSTOMER INTERACTION
4	Shefali Srivastava	DM21C48	PGDM	5NANCE. Com	30 Days	Project Title : A STUDY ABOUT AN FINTECH IN INDIA ,OPPORTUNITIES AND CHALLENGES. IT'S INVESTING COMPANY PROVIDE FINANCIAL SERVICES. Key Learnings : 1.Learned about the fintech companies. 2.Convinced Potential customer for leads generating. 3.Understood ETF, Stocks, Mutual funds, Gold shares ,Indices
5	Anurag Jadhav	DM21E46	PGDM	5NANCE. Com	30 Days	Project Title : A Study on role of AI in financial Service Sector Key Learnings : 1. Pitched the organisation's flagship product i.e ALL ROUNDER to clients 2. Researched the competitors and their services in the sector 3. Analysed and Compared stock brokers such as Sharekhan and 5paisa
6	Priyanshu Anand	DM21A37	PGDM	5NANCE. Com	30 Days	Project Title : A study of Consumer Behaviour Regarding FINTECH company & Stock. Key Learnings : -Knowledge about Fintech Industry -Convincing Skills -Technical Skills
7	Mayank Yadav	DM21E23	PGDM	5NANCE. Com	30 Days	Project Title : Indian Fintech Industry Project Key Learnings : 1. Learned about financial markets and also about Equity, Mutual funds, Insurance. 2. Pitching customers to sell products offered by the company (5NANCE) to gain more investors and users for the company's newly launched product (application) that analyses and gives you the best market strategy according to your risk-taking ability for better investment and returns. 3. Faced rejection and learned to overcome them.

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8	Shouvik Joardar	DM21A49	PGDM	5NANCE. Com	30 Days	Project Title : Role of fintech in accelerating financial services in India Key Learnings : 1.FinTech Models 2.Mutual Funds, Insurance 3.Sales pitch
9	Abhishek Khandelwal	DM21D33	PGDM	5NANCE. Com	30 Days	Project Title : Role of Fintech company in Indian Market Key Learnings : 1)Understood about Financial Market 2)Gain Knowledge about Insurance Policy 3)Understood Mutual Fund schemes
10	Varsha Kaushal Singh	DM21E21	PGDM	5NANCE. Com	30 Days	Project Title : Comparative Analysis of online broker & Generating leads for All Rounder Key Learnings : It was a new learning experience for me, since I never ventured in financial sector •I was able to get complete knowledge on how a financial industry evolves during my training period • Got the basic idea of trading , which stocks to buy and sell • Learnt how the loan market is revolutionising
11	Shrikant Santosh Mahure	DM21C49	PGDM	Ace Prime Infra formerly Elite landbase	30 Days	Project Title : To Understand The Consumer Behavior In The Purchase of Property Key Learnings : 1.Corporate Behavior 2.Building Network 3.Arranging VC & Client Visit(Video Calli g) 4.Studied about the policies such as RERA.
12	Anisha Saha	DM21B12	PGDM	Ace Prime Infra formerly Elite landbase	30 Days	Project Title : The Effects of Property Finance Modern Society Key Learnings : 1. Effective communication in terms of sales. 2. Convincing Skill 3. Knowledge regarding Real Estate Sector
13	Sujit Kumar Mondal	DM21C54	PGDM	Ace Prime Infra formerly Elite landbase	30 Days	Project Title : A STUDY ABOUT AN IMPACT ANALYSIS OF RERA ON CUSTOMER BUYING BEHAVIOUR OF REAL ESTATE SECTOR IN PUNE Key Learnings : Worked with VTP Builders, Shapoorji Pallonji and MIHIR Construction. Understood different sales techniques and effective marketing strategy for any organization. Successfully sold 1 property.
14	Vishnu Priya	DM21B61	PGDM	Ace Prime Infra formerly Elite landbase	30 Days	Project Title : Consumer buying behavior towards investment in real state after RERA Key Learnings : 1. Learned how to convince customers 2. Learn how to update CRM on daily basis 3. Generated lead of 20+ customers

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15	Vaidya Ashish Balkrishna	DM21B18	PGDM	Ace Prime Infra formerly Elite landbase	30 Days	Project Title : Impact of consumer buying behaviour on real estate in Pune. Key Learnings : 1) Practiced customer relationship management for residential flats. 2) Applied customer engagement practices. 3) Helped in reducing the time gap of customer's decision-making process.
16	Niharika Kumari	DM21B33	PGDM	Ace Prime Infra formerly Elite landbase	30 Days	Project Title : A study on Current Scenario of the Real Estate Market for Residential Flats in India Key Learnings : Worked with Shapoorji Pallonji, VTP Builders , Mihir Builders etc Presented the sample flat to more than 20 channel partners Applied customer engagement practice Practice customer relationship management for residential flats
17	Indranil Dinda	DM21A25	PGDM	Ace Prime Infra formerly Elite landbase	30 Days	Project Title : Current scenario of real estate sector in India Key Learnings : Consumer Behavior, CRM, Lead Generation Technique
18	Kuldeep Chandolia	DM21C30	PGDM	Ace Prime Infra formerly Elite landbase	30 Days	Project Title : Scope of Real Estate in Pune Sector Key Learnings : 1. Difference between Mandate and Pre-sales 2. How to convince the Customer during Call 3. Learn about CRM (Customer Relationship Management)
19	Mamta Rajak	DM21B31	PGDM	Ace Prime Infra formerly Elite landbase	30 Days	Project Title : A Study the impact of Covid-19 in the Real Estate company Challenges and opportunity post covid Key Learnings : 1. Understood the real estate sector and what is the contribution of CP to buy any property. 2. Understood the different sales techniques and effective market strategy in Real Estate. 3. Understood how to collect customers data and pitch right product to right customer.
20	Aheli Sengupta	DM21B05	PGDM	Ace Prime Infra formerly Elite landbase	30 Days	Project Title : Consumer buying behaviour of properties after the introduction of RERA Key Learnings : 1. Exposure to real estate 2. Interacted with the client 3. Gained knowledge about the channel partners and builders 4. Learned work place ethics
21	Shivam Narula	DM21D25	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : A STUDY ABOUT AN IMPACT ON CONSUMER BUYING BEHAVIOUR Key Learnings : Worked in different counters- rangmunch , honey, candies, people cash counter handling interaction with differnt types of customers

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22	Manshi Srivastava	DM21D14	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : CONSUMER BUYING BEHAVIOUR OF PANTALOONS Key Learnings : -Worked in different counters - Rangmunch, Honey, Candies, People -Handled the cash counter -Pitched customer about winter offer and done with the tele calling to 2000 people -Learned about Inventory management
23	Abhishek Kumar Sharma	DM21B03	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : Analysis about an Impact of Customer Interaction & Sale Promotion of Retail Sector Key Learnings : *Floor Management *Effective Marketing strategies *Promotional activities
24	Fouzia Nasrin	DM21A22	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : A study of competitors analysis in retail industry Key Learnings : 1. Customer handled 2. SDM the cloth 3. Learned billing process
25	Shashi Ranjan	DM21A47	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : "A stduy to identify strategies to convert non- buying customer in the store " Key Learnings : * 900 customer interaction and analysis of consumer buying behaviour *Managed retail Store and Supervised employees under the guidance of Store Manager *Analyzed daily sales report & Understood effective marketing strategy of pantaloons *Coordinated sales Promotion activity & Receive merchandise and display special for sale
26	Shubham Chaurasia	DM21B52	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : A study of consumer interaction and consumer service with respect of pantaloons in pune Key Learnings : 1. Managed Store & supervised employees. 2.Understood different Sales techniques. 3. Analysed sales report
27	Vipul Kumar Singh	DM21C59	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : To study the Impact of seasonal offers on the buying behaviour of customer in pune Key Learnings : 1.How to control Single Quantity Bill(SQB) 2.How to pitch a customer for offer related products. 3.Informed customer about offer by cold calling
28	Madhuparna Debnath	DM21B30	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : Competitive study in between Pantaloons and Max Max Key Learnings : Understanding B2C model practically. Tele calling Interaction skill
29	Rishav Kumar	DM21B43	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : Consumer buying behaviours at pantaloons Key Learnings : 1. Properly maintained of kids and means section brands2. build good customer relationship 3. piching customer for membership cards.

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30	Snehil Katiyar	DM21E15	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : To study the Impact of seasonal offers on Customer buying behaviour in Pantaloons exclusive brands Key Learnings : ⬛Done billing and made efforts to not do SQB. ⬛Understood impact of team members, staff handling, group learning. ⬛Understood PT and NPT brands and also stock inventory.
31	Suvankar Ray	DM21C55	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : A Study Of Consumer Buying Behavior for PT & NPT Brands of Pantaloons In Seasons Mall Key Learnings : 1. Store Operations & Buy Online Deliver From Store Process 2. Visual Merchandising 3. Merchandising Knowledge of Men's Section
32	Shalu Tibrewal	DM21D36	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : Consumer Buying Behaviour at pantaloons Key Learnings : •⬛Understood different sales techniques and effective marketing strategy of Pantaloons. •⬛Pitched and made 25-30 customer buy Insignia membership. •⬛Worked on VM, Customer handling, making invoices etc.
33	Shraman Ghosh	DM21B50	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : "A study to formulate strategies of converting non-buying customers into buying customers in the store by analyzing non-buyers' feedback" Key Learnings : 1. Pitched sales and offers to the customers, handled omni-channel mode of business in store called BODFS. 2. Collected non-buyers' feedback with questionnaire and carried out primary research. 3. Inventory management, understood visual merchandising with SDM and usage of SAP in inwarding/outwarding process.
34	Riyanshi Goyan	DM21D44	PGDM	Aditya Birla Fashion and Retail - Pantaloon	30 Days	Project Title : A STUDY ON CONSUMER SHOPPING BEHAVIOUR AT PANTALOONS IN PUNE Key Learnings : Study impact of offer pitching to customers Learned about store billing and warehouse management Understood different sales techniques and effective marketing strategy for any organization Learned about customer behaviour and decision making.
35	Kousik Maji	DM21B28	PGDM	Agile Capital Service	30 Days	Project Title : A PROJECT REPORT ON CONSUMER BEHAVIOUR TOWARDS PORTFOLIO MANAGEMENT Key Learnings : 1) Understanding investor's perception towards investment avenues. 2) Understanding and learning how to open sales call and meeting potential clients. 3) Surveying on the needs of investors.

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36	Shivam Dipesh Mehta	DM21A48	PGDM	Agile Capital Service	30 Days	Project Title : A study on investment option and investors' attitude towards investment Key Learnings : • Learnt various terminologies related to the BFSI sector • Practical experience of pitching the product • Analysing and understanding the customer demands about the product • Maintaining healthy relationships with customers
37	Ranit Majumder	DM21B42	PGDM	Agile Capital Service	30 Days	Project Title : A Project on Portfolio Management of Agile Capital Services Key Learnings : 1. Generated new leads for business 2. Trained on how to open sales call and meeting potential clients 3. Created awareness among investors about products and other services of ACS
38	Akansha Agarwal	DM21D35	PGDM	Agile Capital Service	30 Days	Project Title : Marketing and Finance Strategies Key Learnings : 1. Insurance Agent for BOB ULIP Mahajeevan Plus 2. Interacting with customers on call about our lic product and its benifits. 3. Suggesting the best plan according to their benifits and resources and uses.
39	Arnab Banerjee	DM21B16	PGDM	Agile Capital Service	30 Days	Project Title : A STUDY ON INVESTORS' PERCEPTION TOWARDS INVESTMENT AND INVESTMENT NEEDS WITH SPECIAL REFERENCE TO PORTFOLIO MANAGEMENT Key Learnings : 1.Generated new leads for business. 2.Created awarness among investors about product and others services of ACS. 3.Understood and learnt to open sales call and sales pitch
40	Manish Agarwal	DM21D13	PGDM	Agile Capital Service	30 Days	Project Title : A Study on Investment Behaviour of Consumer Key Learnings : 1. Prepared CTC 2. Calculated Income tax for Individual 3. Understood different sales techniques and effective marketing strategy
41	Rajat Prasad	DM21B41	PGDM	Agile Capital Service	30 Days	Project Title : A project report on Investors' perception towards investment and investment needs with special reference to portfolio management Key Learnings : ⬛Generated new leads for business ⬛Trained on how to open sales call and meeting potential clients ⬛Surveyed on the needs of investors and created awareness about product and services of ACS
42	Arpan Chakraborty	DM21C15	PGDM	Ambic Food Products	30 Days	Project Title : TO STUDY AND ANALYZE THE IMPACT OF WHOLESALE MARKETING Key Learnings : 1.Marketing Strategy 2.Wholesale Marketing

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43	Piyali Chatterjee	DM21D16	PGDM	Ambic Food Products	30 Days	Project Title : IMPACT OF DIGITAL MARKETING ON AWARENESS OF AMBIC FOOD PRODUCTS Key Learnings : 1. Made a Brand-store on Amazon for the organization 2. Time management 3. Made effective pricing for the products
44	Shubham Tiwari	DM21E22	PGDM	Ambic Food Products	30 Days	Project Title : TO STUDY AND ANALYZE THE RETAIL MARKETING STRUCTURE UNDER AMBIC FOOD PRODUCTS Key Learnings : Product Pitching Negotiation Primary Research
45	Shubham Devnani	DM21A61	PGDM	Ambic Food Products	30 Days	Project Title : TO STUDY OF RETAILER'S PREFERENCE TOWARDS AMBIC FOOD PRODUCTS Key Learnings : 1. How to deal with Customer 2. Understand the Retail Market 3. Learn how to reach the untapped market
46	Prateek Mishra	DM21D18	PGDM	AMUL	30 Days	Project Title : To increase retail penetration of Amul Dairy Products and Placement of newly launched bakery range in jabalpur town Key Learnings : 1-Visited 200+retail outlets 2-Added highest 16 new outlet in a single day 3- Placement of new category of Amul brands range -Amul cookies , highest placement of 45 pieces in single day
47	Debabrata Das	DM21E34	PGDM	AMUL	30 Days	Project Title : RETAIL CENSUS AND NEW PRODUCT PLACEMENT Key Learnings : 1. Promoted the product through below the line promotion activity 2. Carried out research for mapping retailors perception 3. Placement of Amul's new product peanut spread all across the Raipur
48	Shailendra Gupta	DM21D50	PGDM	AMUL	30 Days	Project Title : TO STUDY ON THE CUSTOMER PERCEPTION AND BRAND AWARENESS TOWARDS COOKIES PRODUCT IN KHARGONE MARKET" Key Learnings : Understanding of market mapping Understanding of market size and market potential Understanding of different strategies and consumer perception.
49	Saransh Awasthi	DM21B48	PGDM	AMUL	30 Days	Project Title : "To increase retail penetration of Amul dairy products and placement of newly launched Bakery range in Jabalpur Town" Key Learnings : Understood different sales techniques and effective marketing strategy of organization. Done a research to map competitor of "Amul Cookies". Added more than 10 fresh outlets in a week.
50	Abhishek Eksaria	DM21E28	PGDM	AMUL	30 Days	Project Title : EFFECT OF CONSUMER PROMOTIONS AND DISCOUNT OFFERINGS ON BRAND EQUITY Key Learnings : Marketing , GT and HORECA, Promotion of Frozen Products

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51	Sajan Verma	DM21E13	PGDM	AMUL	30 Days	Project Title : Project entitled: "Retail Expansion & New Product Penetration Done at GCMMF AMUL, Gwalior." Key Learnings : *Understood different sales techniques. *Effective marketing strategies of the organization. *Learned about B2B works.
52	Ankit Sharma	DM21D38	PGDM	AMUL	30 Days	Project Title : "A STUDY TO ANALYZE AND UNDERSTAND THE PENETRATION OF NEWLY LAUNCHED PRODUCTS BY AMUL" (PEANUT SPREAD AND BAKERY ITEMS) Key Learnings : Understand Beats of different distributors in different locations. Margin of Amul products gives to Distributors Retailing
53	Kanishka Pandey	DM21E06	PGDM	AMUL	30 Days	Project Title : Retail Expansion and survey in bhopal location Key Learnings : Planning and implementation in the beat by new techniques regularly and cover 40 retail outlets. Conducted competitor analysis to identify opportunities and threats in market. Evaluated about SCM in business, along with product placement and vehicle matrix Conducted promotional activity for the new product in order to increase the sales.
54	Hrishikesh Jitendra Kolpe	DM21B24	PGDM	AMUL	30 Days	Project Title : To conduct competitor analysis and carryout bakery and sweet product placement for Amul Key Learnings : - Market survey of retailers in regards to AMUL and major players in Nagpur - Market analysis of inventory and supply of AMUL major competitors in bakery and mithai - Retail penetration and sales development of bakery and mithai product portfolio
55	Soumya Tiwari	DM21A56	PGDM	AMUL	30 Days	Project Title : To increase retail penetration of Amul Dairy products and placement of newly launched bakery range in Jabalpur town Key Learnings : 1. Visited 200+ retail outlets in Jabalpur region included Amul Preferred Outlets (APO) 2. Generated Sales of 1.5lacs for Amul's new products cookies and rusk 3. Analyzed Amul's competitors and understood its product portfolio and services

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56	Antim Patidar	DM21B14	PGDM	AMUL	30 Days	Project Title : "Retailer perception toward the Amul bakery product in Mandsaur region" Key Learnings : - Understood buying Behavior of Retailer and Solving their issues. - Did Sales and retail penetration. - Conducted Competitor Analysis of Regional player in Bakery. - Penetrated Bakery product and make place P.O.P.
57	Chandan Kumar Mohanty	DM21A18	PGDM	Anarock Property Consultancy	30 Days	Project Title : Future of EV in India Key Learnings : - Primary Data Collection - Data Analysis - Showcasing Data
58	Arjun Mukherjee	DM21A16	PGDM	Anarock Property Consultancy	30 Days	Project Title : Understanding Real Estate needs for Electronic Industry Key Learnings : 1. Excel skills 2. Writing skills for white paper 3. Using the right keywords for secondary research
59	Adrita Halder	DM21A04	PGDM	ASSA ABLOY	30 Days	Project Title : Study on Employer Branding Key Learnings : End to end recruitment & selection process Competency Mapping Employee engagement activities
60	Santosh Kumar Mahto	DM21C61	PGDM	Avaleh Enterprise	30 Days	Project Title : To study the problems faced by the customers regarding the borrowing of the home loan Key Learnings : *Overall understanding of the company working environment *Past & Potential client analysis *Competitor analysis
61	Prachi Khattri	DM21C41	PGDM	Avaleh Enterprise	30 Days	Project Title : Change in consumer behavior due to digital Marketing Key Learnings : Understood working of various competitors in the same industry Understood different effective marketing strategy for organization
62	Priyanshi Jain	DM21D19	PGDM	Bajaj Allianz General Insurance	30 Days	Project Title : Study on Talent Acquisition in BFSI sector Key Learnings : 1.Support recruitment team ins sourcing, screening and scheduling interviews, 2. Recruitment of full time, part time, temporary, contractual and intern personnel. 3. Assist Hiring managers for getting feedback in MNH.
63	Alisha Jain	DM21B08	PGDM	Blue-chip Jobs Pvt. Ltd.	30 Days	Project Title : A study about the recruitment done by a Consultancy Firm Key Learnings : - Sourcing - Interviewing - ATS
64	Lakshay Sehgal	DM21C32	PGDM	BMW Motarrad	30 Days	Project Title : A study on BMW 2 wheeler segment Key Learnings : • worked on more than 150 premium segment bikes • handled more than 100 customers • understood different testing equipments

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65	Akanksha Singh	DM21A05	PGDM	Dabur India Limited	30 Days	Project Title : To study PF nomination process and evolve a process of employee communication so as to provide ready guidance to employees to better manage their nomination Key Learnings : 1. Screening and Interview Scheduling. 2. Employee Lifecycle Documentation. 3. E-Nomination and Trainings.
66	Dishari Ghosh	DM21E27	PGDM	Dabur India Limited	30 Days	Project Title : Impact of Employee Engagement Activities & To understand the Recruitment process and Employee Communication process of Dabur India Limited and suggest ways to improve productivity. Key Learnings : - Conducted Dipstick Survey & POSH Online Training for the existing employees. - Worked on COVID database & Employee Engagement and handled CV Screening process. - Helped and handled the employees with Provident Fund Nomination.
67	Hitakshi Mukeshbhai Thakkar	DM21A24	PGDM	DCB bank	30 Days	Project Title : A Candidate's Experience: A journey from Interview to Onboarding Key Learnings : - End to end recruitment - How to pitch universities for a placement drives and what are the factors that matters - How to solve documentation queries over a call to ensure smooth joining formalities; Communication learnings on job
68	Susona Das	DM21D51	PGDM	Decrypt	30 Days	Project Title : A STUDY ON CUSTOMER PURCHASEING BEHAVIOUR OF TMT BARS IN RURAL AREAS OF WEST BENGAL Key Learnings : 1. Understood Impact of celebrity endorsement business on brands. 2.Worked with Data followed by activities like Netting, Questionnaire designing. 3. Learnings - Quantitative research , Qualitative research, data Analysis, Netting, Questionnaire designing.
69	Priya Rani	DM21E12	PGDM	Drychem Solutions Pvt. Ltd.	30 Days	Project Title : Effect of Artificial Intelligence on recruitment & selection especially in Manufacturing Sector Key Learnings : Recruitment & Selection process Training & Development process Policy reviewing like POSH, Code of conduct & Alcohol policy of the company
70	Prashant Kumar	DM21E11	PGDM	Drychem Solutions Pvt. Ltd.	30 Days	Project Title : Sourcing, Recruitment & Selection Key Learnings : Sourcing Candidates Recruitment & Selection Process Training & Development Process
71	Divya Sudhir Gaikwad	DM21E04	PGDM	Elastic Run	30 Days	Project Title : A study on E-Recruitment and Selection Key Learnings : 1) Sourcing Mix 2) Screening and Shortlisting 3) Interview Scheduling

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72	Srishti Bhattacharjee	DM21B55	PGDM	Elastic Run	30 Days	Project Title : Effects of work from home in 2021 Key Learnings : Worked on boolean and non boolen search Worked on Linkedin connect , sourced and screen candidates Closed 10 job position of middle level and front level management
73	Angira Banerjee	DM21A10	PGDM	Elastic Run	30 Days	Project Title : "A project report on virtual hiring and onboarding process to understand the efficiency of it" Key Learnings : (1) Sourcing ; (2) Communication; (3) Professionalism
74	Poulami Chatterjee	DM21A34	PGDM	Elastic Run	30 Days	Project Title : Factors behind Employee Productivity Key Learnings : Handle the entire Campus recruitment process , coordinate with different colleges
75	Shrestha	DM21A50	PGDM	Elastic Run	30 Days	Project Title : Work Life Balance during Covid 19 Pandemic and its impact on Employees Performance Key Learnings : -Understood the whole recruitment process. -Learnt about various portals to source CV's and to do Job Posting. -Learnt about CTC calculation and Offer letter generation process.
76	Shruti Somani	DM21D26	PGDM	Elastic Run	30 Days	Project Title : A study on introvert employee as a team leader ? Key Learnings : --> Candidate search from Naukri.com --> Calendar Blocking --> Sourcing, Screening, Interview Scheduling
77	Sarthak Awasthi	DM21B49	PGDM	Factsheet INC.	30 Days	Project Title : Sector Research on AI Industry Key Learnings : Data Collection of global US Companies on Excel. Financial Modelling. Company Research
78	Anirban Biswas	DM21B11	PGDM	Factsheet INC.	30 Days	Project Title : Consumer Behaviour towards Key Learnings : 1. Editing 2. Time Management 3. Keyword Search
79	Samiksha Somani	DM21B45	PGDM	Factsheet INC.	30 Days	Project Title : Equity research on advancements in manufacturing and advance engineering Key Learnings : 1. Financial modelling basics. 2. Worked on article writing. 3. Worked on Benchmarking.
80	Vishal Singh	DM21B60	PGDM	Gits food pvt ltd	30 Days	Project Title : Study on business strategies of gits food pvt Ltd Key Learnings : Negotiation skill Client management Sales management
81	Saptarnav Ghosh	DM21D24	PGDM	Impals Marcom LLP	30 Days	Project Title : A detailed Study on Consumer Behavior in Media Industry Key Learnings : "Learned about Data Mining Improved Negotiation Skills with customers Learned about Data Cleaning"
82	Anand Jhajharia	DM21A09	PGDM	Impals Marcom LLP	30 Days	Project Title : To study the consumer buying behaviour of Two Wheelers Key Learnings : 1.Customer Dealing 2.Secondary Research 3.Industry Knowledge

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83	Muskan	DM21E37	PGDM	Impals Marcom LLP	30 Days	Project Title : Research ans Survey of Engimach Industries regarding Internet of Things (IoT) Machines Key Learnings : •Connected with industry heads for product placement •Lead generation •Acquired above 210 clients for the company during my tenure •Handled customer's grievances
84	Anusri Das	DM21A14	PGDM	Impals Marcom LLP	30 Days	Project Title : Impact of performance appraisal on employee motivation Key Learnings : Primary screening Recruitment Selection and onboarding
85	Raj Gupta	DM21A38	PGDM	Investors Clinic Infotech Pvt. Ltd.	30 Days	Project Title : A study on impact of Factors Affecting consumer buying behavior in purchasing real estate properties in Pune Key Learnings : -How to pitch the project according to customer needs. -understood the geographical mapping. -understand the real estate market of Pune. Competencies gained- Negotiation skill, interpersonal skill, Networking
86	Rajib Bhakat	DM21A39	PGDM	Investors Clinic Infotech Pvt. Ltd.	30 Days	Project Title : A study on consumer buying behaviour before buying a property Key Learnings : 1. Mapping 2. Networking 3. PR Building
87	Sanjana Bhagwat	DM21A45	PGDM	Investors Clinic Infotech Pvt. Ltd.	30 Days	Project Title : A study on consumer buying behaviors before a property in Real Estate Key Learnings : 1. Clint Pitching 2. Mapping 3. Need Recognition
88	Lipakshi Patel	DM21D12	PGDM	Jhamtani	30 Days	Project Title : Consumer buying behavior of 2 & 3 bhk flats in pune region Key Learnings : 1.Learned how to do competitor analysis. 2..Handled customer on daily basis regarding new launch project . 3.Learned different pitching style .
89	Arkaprabha Roy	DM21E29	PGDM	Jhamtani	30 Days	Project Title : Consumer Buying behavior for Premium Real Estate properties in Pune Key Learnings : 1. Connecting with the Channel partners for business during the pre launch event. 2. Understood different sales techniques and effective marketing strategy for any organization 3. Convinced channel partner to perform sales activity.
90	Ankita Vaswani	DM21D04	PGDM	Jhamtani	30 Days	Project Title : To study about the pre launch marketing strategy by real estate sector with respect to Jhamtani Key Learnings : Sales/Pitching Skill Lead data managing tool Sourcing/Lead generation

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91	Sidhant	DM21A53	PGDM	Jhamtani	30 Days	Project Title : Consumer buying behaviour of Residencial properties in Pune Key Learnings : Presentation of sample flat Sales technique and Customer handling
92	Rahul Kumar	DM21D40	PGDM	Jhamtani	30 Days	Project Title : "Analysis of factors effecting consumer behaviour while purchasing of a Residential property" Key Learnings : Pitching sourcing Product presentation
93	Akanksha Mishra	DM21B07	PGDM	Jhamtani	30 Days	Project Title : Consumer Buying Behavior of Premium Flats in Pune Region Key Learnings : Team Building, Effective Communication, Competitor Analysis
94	Prince	DM21B36	PGDM	Jhamtani	30 Days	Project Title : Buying behaviour of 2 and 3 bhk flat in pune region Key Learnings : During this internship I learnt how to communicate with channel partners and how to convince the client . Understood the different techniques of sales . During this internship I learn how to handle work pressure how to manage time and how to talk to client.
95	Anmol Gandhi	DM21C11	PGDM	Jiyonwall Pvt Ltd	30 Days	Project Title : Sales Generating startegies for jiyonwall using corporate promotional activites and online internet marketing Key Learnings : 1. Learned about digital marketing. 2. Understood different sales technique and effective marketing strategy for any organisation. 3.Learn About how to Convince/Push Clients For Purchase of Product/service.
96	Harsh Rai	DM21C25	PGDM	Jiyonwall Pvt Ltd	30 Days	Project Title : "A STUDY ABOUT CONSUMER BUYING BEHAVIOUR TOWARDS WALL" Key Learnings : Sales Customer Pitching Customer Problem Solving
97	Dipanjali Mukherjee	DM21A21	PGDM	Kaivalya Spices, Nagpur	30 Days	Project Title : RECENT TREND IN THE MARKET FOR SPICES & RESPONSE FOR A NEW BRAND OF SPICES AMONGST CUSTOMERS & RETAILERS Key Learnings : 1) Communication 2) Retail Mapping 3) Building Beat Plans
98	Kushagrika Gupta	DM21C31	PGDM	L.K.P SECURITIES	30 Days	Project Title : Monitoring Current Prices of listed companies Key Learnings : 1) Checked the current prices of company from screener. 2) Learnt about the different sectors of various companies listed in the stock market. 3) Verified the documents of customers opening Demat Account
99	Arati Kumari	DM21D05	PGDM	L.K.P SECURITIES	30 Days	Project Title : STOCK MARKET Key Learnings : SECTOR IDENTIFICATION MARKET FLUCTUATION CURRENT PRICE AND MARKET PRICE

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100	Kanishk Sharma	DM21B26	PGDM	Mahindra & Mahindra Financial Services Ltd.	30 Days	Project Title : UNDERSTANDING AUTO-LOANS PROCESS IN NBFC'S & ANALYSIS OF CONSUMER PERPCEPTION ON CIBIL SCORE Key Learnings : Understood the process and components of Auto-Loans Worked with Business Development Associates and Collection Executives Understood various aspects of the loan market of NBFC's
101	Anushka Chattoraj	DM21D45	PGDM	Marwadi Share and Finance Ltd	30 Days	Project Title : RESEARCH ON FUNDAMENTAL ANALYSIS OF STOCK Key Learnings : PATIENCE CORPORATE COMMUNICATION PITCHING
102	Sweta Sahu	DM21A59	PGDM	Marwadi Share and Finance Ltd	30 Days	Project Title : FUNDAMENTAL ANALYSIS ON STOCKS Key Learnings : PATIENCE, ANALYTICAL SKILLS, REPORTING
103	Vidhi Boob	DM21A60	PGDM	Marwadi Share and Finance Ltd	30 Days	Project Title : A FUNDAMENTAL STUDY ABOUT AN IMPACT ANALYSIS OF INVESTORS AND NON-INVESTORS ON SHARE MARKET. Key Learnings : Gained insights about the stock market, Understand the Sector Insights, Developed skills of presentation and Networking.
104	Amrit Raj	DM21A08	PGDM	Nanavati & Associates	30 Days	Project Title : Study the awareness and preference of tax saving instruments by taxpayers Key Learnings : Learned about Income tax Learned about GST Learned client handling
105	Swarnima Raghuvanshi	DM21B59	PGDM	Naval kapoor & Co.	30 Days	Project Title : A Survey on Attitude and Behavior towards tax and compliance Key Learnings : 1) Direct & Indirect Tax 2) Reconciliation 3) Detailed project report
106	Srijan Kumar Maiti	DM21C52	PGDM	NJ India Invest Pvt Ltd	30 Days	Project Title : Understanding the Systematic Conversion of Financial Distributors to NJ Partners Key Learnings : 1. Clear Idea about Risk & Return Factor in Savings & Investments 2. Mutual Fund Concept - Benefits for Wealth Creation + Preservation + Protection 3. Contribution of NJ Group in Dealing with Financial distributors in B2B Segment
107	Payal Agarwal	DM21A32	PGDM	NJ India Invest Pvt Ltd	30 Days	Project Title : Study on Impact of Behavioural Finance on the investment. Key Learnings : 1) Communicating with different age groups of people and trying to convenience them. 2)Knowledge about how to create E-wealth account and what documents required for it. 3)Knowledge about mutual funds and SIP and understood different techniques and effective marketing strategy for any organization

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108	Abhishek Uniyal	DM21C05	PGDM	NJ India Invest Pvt Ltd	30 Days	Project Title : Attitude of individual toward investment Key Learnings : Understood different financial ratio Gain the knowledge of compounding factor Understood the human behaviour toward investing
109	Shruti Agrawal	DM21A51	PGDM	NJ India Invest Pvt Ltd	30 Days	Project Title : Comparative Analysis Between Mutual Funds On The Basis Of Large Cap And Mid Cap" Key Learnings : 1)Convinced 4 leads for the company 2)Created more than 50 e-wealth account for the partners 3)Worked with more than 80 financial advisor actively
110	Rahul Dutta	DM21D20	PGDM	NJ India Invest Pvt Ltd	30 Days	Project Title : FINANCIAL PLANNING IN MUTUAL FUNDS Key Learnings : 1) Convert all the calls in to hot leads and from hot leads to BOP confirmation 2) Build relationships with new client & tell about different financial product of company 3) Attend BOP with our branch manager 4) Open E-Wealth account
111	Himanshu Bansal	DM21A23	PGDM	NJ India Invest Pvt Ltd	30 Days	Project Title : COMPARITIVE ANALYSIS BETWEEN MUTUAL FUND AND OTHER FINANCIAL INSTRUMENTS Key Learnings : Actively worked with more than 40 financial advisor of pune Created more than 80 E-wealth account for partners (Highest in team) Onboarded B2B customers on call and by field work Convinced 4 new leads for the company
112	Rishabh Jain	DM21D39	PGDM	NJ India Invest Pvt Ltd	30 Days	Project Title : What Should Investors Prefer While Investing in Equity Market? (Mutual Fund Index Funds Vs Exchange Traded Funds (ETF)? Key Learnings : Understood various types of clients and their risk appetite and risk profiling of the individuals. Understood different financial products and their relevance as an investment option. Portfolio Preparation & Analysis.
113	Ishika Singh	DM21D09	PGDM	NJ India Invest Pvt Ltd	30 Days	Project Title : Future potential of new NFO launched by NJ asset management Key Learnings : Understood B2B model of NJ groups and how they are different from other brokers, analyzed scope for financial product advisor with NJ india invest private Ltd., understand different financial product and their relevance as an investment option, analyzed various mutual fund scheme and their future potential
114	Swati Shubham	DM21D28	PGDM	NJ India Invest Pvt Ltd	30 Days	Project Title : Analysis of awareness of financial products of NJ invest and consumer behavior towards it with special reference to Pune camp region. Key Learnings : how to deal with clients gained knowledge about financial products face rejection and then tackle with them

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115	Prashu Dwivedi	DM21D17	PGDM	NJ India Invest Pvt Ltd	30 Days	Project Title : A Study To Analyse People Perception Toward Mutual Fund As An Investment Option Key Learnings : Understood the B2B of NJ Group and how they are unique from usual brokers. Learnt the vast scope of career and earning potential for financial advisors in India Understood different financial product and their relevance as a investment option. Analysed various mutual fund schemes and its future potential.
116	Neha Soni	DM21D15	PGDM	NJ India Invest Pvt Ltd	30 Days	Project Title : Conversion of distributors to NJ partners based on HR Perspective Key Learnings : Built client E- Wealth account via partner desk Recruitment calling for mutual funds to client Client sourcing, screening and shortlisting
117	Lavanya Dubey	DM21C33	PGDM	Orient Technologies	30 Days	Project Title : Analysing Recruitment and Selection Process Key Learnings : 1. Professional Communication 2. Making Connections 3. Building Networks
118	Sourav Santra	DM21C50	PGDM	PRASHANT B & ASSOCIATE	30 Days	Project Title : ANALYSIS THE GST TREND OF INDIA Key Learnings : UNDERSTOOD THE INDIAN TAXATION SYSTEM UNDERSTOOD THE TYPES OF GST GST REGISTRATION GST STATUS FILE CHECK
119	Kamakshi Nagaich	DM21A28	PGDM	Procapitus Consultants LLP	30 Days	Project Title : STUDY OF PARADIGM SHIFT IN MARKETING STRATEGIES ADOPTED IN REAL ESTATE IN PUNE POST COVID - 19 Key Learnings : Understanding of the Marketing Strategies adopted in Real Estate Understanding changes in Consumer Behaviour Post Covid-19 Learning on the Channel Partner relationships with clients & builders
120	Amisha Sanjay Pawar	DM21B09	PGDM	Procapitus Consultants LLP	30 Days	Project Title : "FUTURE APPRECIATION OF PROPERTIES IN PUNE" Key Learnings : 1.Understood the work of channel partner as they support the company in the form of tele calling and update with the product information 2.Presented sample flats to the clients as per their configuration and requirements 3.Understood different sales techniques and effective marketing strategy for any organization.
121	Aalya Singh	DM21C01	PGDM	Procapitus Consultants LLP	30 Days	Project Title : A STUDY ON IMPACT OF COVID IN REAL-ESTATE SECTOR Key Learnings : * Understood different Human Behavior about Real Estate Sector * Understood different sales techniques and effective marketing strategy for the organization. * Learnt how to convince and push the clients.

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122	Vidushi Tomar	DM21C58	PGDM	Procapitus Consultants LLP	30 Days	Project Title : A STUDY OF CONSUMER EXPECTATION AND PERCEPTION BUYING A HOUSE OF REAL ESTATE SECTOR IN PUNE" Key Learnings : Understood different Human Behaviour about Real Estate Sector Understood different sales techniques and effective marketing strategy for any organization Convinced and pushed 10+ builders to perform sales activity.
123	Devansh Gupta	DM21D49	PGDM	Procapitus Consultants LLP	30 Days	Project Title : A study about an impact analysis of rera on customer buying behaviour of realestate in pune Key Learnings : Client handling Sale technique
124	Ankita Choudhary	DM21D03	PGDM	Procapitus Consultants LLP	30 Days	Project Title : Analysis of Current Trends and Development Plan with reference of Real Estate Key Learnings : Communication with customer Negotiation to customer
125	Akansha Jain	DM21A06	PGDM	Procapitus Consultants LLP	30 Days	Project Title : A study on consumer buying behaviour of home buyers and buying home with respect to Procapitus in Pune. Key Learnings : 1. Understood the projects which were going in Baner region in Pune. 2. Handled the projects and client for VTP Skylights and Godrej. 3. Learned to pitch the projects and applied the concept of cross pitching to multiple clients.
126	Anushka Tiwari	DM21A13	PGDM	Procapitus Consultants LLP	30 Days	Project Title : "Analysis the role of Channel Partners in Real-Estate Sales in Pune with respects to Procapitus" Key Learnings : Got the knowledge of the pre-sales approach Learnt how to pitch to different customers according to their needs Learnt about the customer buying journey in practical life starting from the awareness program to post-sale services
127	Nikam Shraddha Shailesh	DM21E40	PGDM	Procapitus Consultants LLP	30 Days	Project Title : Analysis of consumer insights towards Procapitus Real estate property Key Learnings : ●Understood consumer buying behavior ●Learned telecalling process ●Learned Client handling process
128	Atul Vaibhaw	DM21C16	PGDM	Procapitus Consultants LLP	30 Days	Project Title : A study on impact of Covid-19 in real-estate sector Key Learnings : *Analyzed Consumer buying behaviour towards household properties. *Understood different sales technique & effective marketing strategy for organization. *Understand different human behaviour about real estate sector.
129	Indrayudh Banerjee	DM21A26	PGDM	Procapitus Consultants LLP	30 Days	Project Title : Consumer buying behaviour while buying residential flats in Pune area Key Learnings : * Understood different sales techniques and * Understood effective marketing strategy of the organization * People management

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130	Mohd Zaid	DM21A30	PGDM	Procapitus Consultants LLP	30 Days	Project Title : Effect of emerging trends in Real Estate Market on Consumer with respect to Pune Key Learnings : • Client Problem Solving. • Handling New Clients. • Managing Team
131	Pooja Lath	DM21A33	PGDM	Property Junctions & Infrastructure Pvt. Ltd	30 Days	Project Title : "TO UNDERSTAND THE CONSUMER BEHAVIOUR IN THE PURCHASE OF PROPERTY" Key Learnings : 1)Worked with Akshara Elementa and Life Republic. 2)Added more than 60 potential clients. 3)Understood different sales techniques and effective marketing strategy for any organization
132	Heda Pruthvish Pramod	DM21B38	PGDM	Property Junctions & Infrastructure Pvt. Ltd	30 Days	Project Title : Consumer Behaviour of People while Investing. Key Learnings : 1- Contacting Potential clients via email or phone to establish report and set up meetings. 2- Convincing clients about projects. 3- Understood different sales technique and effective marketing strategy for any organization.
133	Tanya Raj	DM21C56	PGDM	Property Junctions & Infrastructure Pvt. Ltd	30 Days	Project Title : "A study about an impact analysis of rera on consumer buying behaviour of real estate sectore in Pune" Key Learnings : *Client Handling . *Understood different sales techniques and effective marketing strategies in real estate sector. *Deal Closing - Generated 50+ leads and closed 4 bookings.
134	Abhishek Prakash	DM21C04	PGDM	Property Junctions & Infrastructure Pvt. Ltd	30 Days	Project Title : A STUDY ABOUT AN IMPACT ANALYSIS OF RERA ON CUSTOMER BUYING BEHAVIOUR OF REAL ESTATE SECTOR IN PUNE" Key Learnings : 1.Dealt projects of Godrej Properties, Akshara Elementa and Kolte Patil. 2.Client dealing and telecalling 3.Understood different sales techniques and effective marketing strategies
135	Sanjucta Roy	DM21B47	PGDM	Property Junctions & Infrastructure Pvt. Ltd	30 Days	Project Title : Outbound marketing strategy of Real Estate Key Learnings : 1)CRM building, 2)Marketing mapping, 3)Inventory management
136	Bishal Singh	DM21C19	PGDM	Property Junctions & Infrastructure Pvt. Ltd	30 Days	Project Title : A STUDY ABOUT CONSUMER BUYING BEHAVIOUR OF REAL ESTATE SECTOR IN RESPECT OF PURANIKS AND MY HOME PUNAWALE Key Learnings : Analyzing Customer Data Customer Relationship Management Marketing strategy for the Real Estate sector

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137	Purva Dashrath Jogi	DM21B39	PGDM	Property Junctions & Infrastructure Pvt. Ltd	30 Days	Project Title : A STUDY OF NEW HOUSING/LIVELIHOOD CONSUMER EXPECTS AND PERCEPTION WHILE BUYING A PROPERTY Key Learnings : 1) Performed extensive market research for development project plan for luxury housing apartment. 2) Ability to accept failure. 3) To use Google Earth on a weekly basis to get an understanding of location. We plot prospective investments and can understand proximity to competition. You can also use layering which allows you to place site plans or other images over the map.
138	Akancha Gupta	DM21B06	PGDM	Property Junctions & Infrastructure Pvt. Ltd	30 Days	Project Title : To study consumer buying behaviour in real estate with reference to Godrej properties Key Learnings : 1.Learnt Basic knowledge of the sector 2.Understood work culture and functions of channel partner 3.knowledge about local builders and developers
139	Bharat Bhadoriya	DM21C18	PGDM	Property Junctions & Infrastructure Pvt. Ltd	30 Days	Project Title : A study on convincing/ creating urgency in the mind of customer's to invest in real estate sector Key Learnings : 1) Learned cold calling 2) how to Persuade clients 3) pre sales techniques
140	Abhishek Sharma	DM21A03	PGDM	Property Junctions & Infrastructure Pvt. Ltd	30 Days	Project Title : To know the consumer behavior toward buying process of property in Godrej Properties Key Learnings : 1. Real Estate market and there advantages and how they are perfoming 2. how consumer behave while purchasing the property 3. Cold calling ,lead conversion, how to deal with clients
141	Patel Deepak Arun	DM21D34	PGDM	RamanByte Pvt. Ltd.	30 Days	Project Title : Studying and Analyzing Real Estate - Residential Properties in West Pune Key Learnings : 1. Learnt about sales & pitching techniques of Sales executive. 2. Understood about the sector, future of Real estate and RERA. 3. Understood about the west Pune market and the various stakeholders in West Pune.
142	Nasim Khan	DM21E08	PGDM	Re/Max Property Unlimited- Kolkata	30 Days	Project Title : "TO UNDERSTAND THE ROLE OF AGGREGATORS IN LEAD GENERATION AT CHANNEL PARTNER SPECIAL REFERENCE TO RE-MAX" Key Learnings : *Understood customers requirements and shortlisted properties, *Customer problem solved,*Tele-called property owners to get details of their property
143	Pritha Roy	DM21C42	PGDM	Re/Max Property Unlimited- Kolkata	30 Days	Project Title : Understanding Key Learnings : Negotiation skills Time management Understanding Customer behaviour

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144	Aditi Tiwari	DM21E25	PGDM	Re/Max Property Unlimited- Kolkata	30 Days	Project Title : A Study of consumer perception towards real estate Key Learnings : How to search different customer profile in LinkedIn. How to Cold calling How to convince the customers
145	Poushali Chattapadhyay	DM21A35	PGDM	Re/Max Property Unlimited- Kolkata	30 Days	Project Title : A STUDY TO UNDERSTAND THE CONSUMER'S PREFERENCE FOR SELLING PROPERTY IN KOLKATA Key Learnings : 1. 2500 tele-calling was done during my internship 2. Generated 30 leads. 3. Understood different sales techniques and effective marketing strategy for any organization 4. Maintained clients data in Google Sheet
146	Ayush Bhargava	DM21E39	PGDM	Re/Max V21 Realty Plus	30 Days	Project Title : "A STUDY ABOUT AN IMPACT ANALYSIS OF RERA ON CUSTOMER BUYING BEHAVIOUR OF REAL ESTATE SECTOR IN PUNE" Key Learnings : 1. Understood different sales techniques and effective marketing strategy for any organization 2. Convincing or negotiating with clients for token booking and property buying 3. Worked with Godrej Properties, Merlin Group, VJ, Krisala Developers so learned industry working culture
147	Namrata Jaiswal	DM21A31	PGDM	Re/Max V21 Realty Plus	30 Days	Project Title : A Project report on to understand the Recruitment and Selection process Key Learnings : End-to-end Recruitment process Preliminary Interview Documentation and On boarding Formalities
148	Arjoo Singh	DM21C13	PGDM	Re/Max V21 Realty Plus	30 Days	Project Title : A STUDY ABOUT AN IMPACT ANALYSIS OF RERA ON C G BEHAVIOUR OF REAL ESTATE SECTOR IN PUNE". Key Learnings : Marketing skills and Selling skills. How to generate prospects out of suspects. Overall working skills needed in a Real estate sector.
149	Aviral Jain	DM21E03	PGDM	Re/Max V21 Realty Plus	30 Days	Project Title : A STUDY ON PROPERTY APPRECIATION RATE IN WEST PUNE LOCATION Key Learnings : -Understood the process of client acquisition and post sales relation with the client. -Dive into the complex analysis of the property appreciation growth in the western part -Understood different sales techniques and effective marketing strategy in real estate. -Detailed understanding of RERA regulations and client ROI expectation.
150	Prashant Choudhary	DM21E10	PGDM	Re/Max V21 Realty Plus	30 Days	Project Title : A study of Impact of Customer Loyalty Programs on Customer Retention Key Learnings : •Understood different sales techniques. •effective marketing strategy applied in Real Estate. •Understood how to pitch a customer.

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151	Shweta Tyagi	DM21E14	PGDM	Re/Max V21 Realty Plus	30 Days	Project Title : To study about consumer buying behavior towards residential properties in real estate with respect to remax v21 realty plus. Key Learnings : • learn pitching skills • understood how to deal with face rejection • learn convincing skills
152	Mayank Raj	DM21E26	PGDM	Re/Max V21 Realty Plus	30 Days	Project Title : Impact of Technology on Real Estate Key Learnings : Understood the consumer preferences about real estate sector Understood about Super Area and Carpet Area Learned about real estate sector in india in depth
153	Adarsh Singh Rathore	DM21D62	PGDM	Re/Max V21 Realty Plus	30 Days	Project Title : Impact of technology in Real Estate Key Learnings : studied the demographic profile of respondents in Pune. studied the various factors affecting the customer buying perception understand the competitor of real estate in different areas in Pune
154	Kunal Bora	DM21B29	PGDM	Reliance general insurance	30 Days	Project Title : Report on insurance industry Key Learnings : Better communication,
155	Puja Mukherjee	DM21D41	PGDM	Reliance Jiomart	30 Days	Project Title : HORECA Fresh Onboarding Project Thane Key Learnings : 1.Analysing the consumer behavior on technology base applications 2.Studying the market segmentation 3.Convincing the customers and converting them to prospective clients
156	Souma Samanta	DM21E16	PGDM	Reliance Jiomart	30 Days	Project Title : TO UNDERSTAND THE CUSTOMER BUYING BEHAVIOR TOWARDS JIO MART Key Learnings : ◆Worked on price segmentation for bulk user ⏎ ◆Visited 500 + outlets , onboarded 60+ outlet⏎ ◆Gained confidence, understood the business model, negotiation skill⏎
157	Soumyadeep Paul	DM21E17	PGDM	Reliance Jiomart	30 Days	Project Title : ONBOARDING VENDORS WITH JIOMART TO MAKE PARTNERSHIP Key Learnings : 1.Learned about the human behavior in 5 different location during my WIP in Mumbai. 2.Properly understood the competitors of Jio Mart Partner by doing competitor analysis. 3.Improvement of communication by interacting with lots of customer.
158	Rahul Maity	DM21E31	PGDM	Reliance Jiomart	30 Days	Project Title : "A STUDY ABOUT AN IMPACT ANALYSIS OF RERA ON CUSTOMER BUYING BEHAVIOUR OF "HoReCa" sector in Mumbai location" Key Learnings : UNDERSTAND ORGANIZATION CULTURE CONFIDENCE TO COMMUNICATION MARKET KNOWLEDGE

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159	Isha Singh	DM21E05	PGDM	Reliance Jiomart	30 Days	Project Title : Jio Mart Partner Fresh Onboarding Project of Thane Key Learnings : Inbound Marketing From theoretical knowledge to practical knowledge Teamwork
160	Sandhya Kumari	DM21B46	PGDM	Reliance Jiomart	30 Days	Project Title : Horeca client behaviour towards jio mart- fresh onboarding Key Learnings : • onboarding and unholding customers • convincing customers for sales activity • sales techniques for app based project
161	Sandipan Dutta	DM21D32	PGDM	Reliance Jiomart	30 Days	Project Title : Onboarding vendors with Jio Mart to make partnership Key Learnings : 1.Understood how HoReCa works 2.Understood how to do market mapping 3.Understood how to negotiate with the customer
162	Megha Shukla	DM21D66	PGDM	Reliance Jiomart	30 Days	Project Title : A study on consumer behaviour towards online shopping of HoReCa customers Key Learnings : Learned about horeca segment How to overcome rejection in market Market Communication
163	Jyoti Rajak	DM21A27	PGDM	Reliance Jiomart	30 Days	Project Title : Consumer behaviour on Online grocery store Key Learnings : 1. CRM Activity 2. Problem solving 3. Understand work culture
164	Utpal Kumar	DM21E20	PGDM	Reliance Jiomart	30 Days	Project Title : Analysis of consumer behavior towards E-retailing during and post covid-19 in Mumbai Region. Key Learnings : * Market analysis * Customer analysis. * Building better relationship.
165	Pallab Bhandari	DM21C38	PGDM	Reliance Trends	30 Days	Project Title : Store Management at Reliance Trends Key Learnings : 1. Sap management, 2. Ajio, 3.Floor management
166	Mayank Umesh Kumar	DM21E07	PGDM	Reliance Trends	30 Days	Project Title : Consumer buying behavior towards Reliance Trends Key Learnings : * Got acquainted with customer retention and customer satisfaction in Retail Industry * Understood ways to create customer delight in retail sector * Learnt about inventory tagging
167	Bishwajeet Mishra	DM21C20	PGDM	Reliance Trends	30 Days	Project Title : Consumer Buying Behaviour Key Learnings : Got knowledge about the roles of VM Got opportunity to experience the GRDC , GRN , IST Got some learning from the role of sales person
168	Jaswant Singh	DM21D10	PGDM	Reliance Trends	30 Days	Project Title : Consumer buying behavior towards apparels during covid Key Learnings : How to operate back end operation How to communicate with customers How to motivate staff and manage them
169	Subhabrata Ghosh	DM21E35	PGDM	Reliance Trends	30 Days	Project Title : RESEARCH ON CUSTOMER SALE DURING WINTER SEASON Key Learnings : SAP Inventory Module, Advance Excel, Convincing Customer for buying the apparels

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170	Kaustav Ghosh	DM21B27	PGDM	Reliance Trends	30 Days	Project Title : Importance of Customer Onboarding Process for promotional Implementation Key Learnings : * Day to day operation of retail outlet * Consumer buying behaviour * BOH and visual mechandizing
171	Sankhasubhra Konar	DM21C46	PGDM	Reliance Trends	30 Days	Project Title : A study about an impact analysis of consumer buying behaviour towards aperals of retail sector in Kolkata Key Learnings : 1.Built good customer relationship. 2.Done employment engagement activity. 3. Learnt inventory process and about customer service desk.
172	Samar Ghorai	DM21B44	PGDM	Reliance Trends	30 Days	Project Title : To study on customer onboarding and promotional implementation Key Learnings : Interacted with customers and Analyzed of Consumer Buying Behaviour Understood the Store Operation Handled the BOH department
173	Anis Chanda	DM21A11	PGDM	Reliance Trends	30 Days	Project Title : To Study on Customer Onboarding Process and Promotional Implementation at Reliance Trends Key Learnings : • Interaction with the customer and had took feedback of their visiting in the store • Calculated the KPI of the store on the performance of the employees • Handled the Online Portal of Reliance
174	Ananya Bhuyan	DM21E02	PGDM	Seagreen Smartech Limited	30 Days	Project Title : A Project report on to understand the selection & appointment process of distributor and factors influencing both consumer and distributor decision making process Key Learnings : *I learned how to adopt to different places, and learned to talk to different people. *How to present products to clients. *How to manage time.
175	Rachit Digraskar	DM21B40	PGDM	Seagreen Smartech Limited	30 Days	Project Title : Doctor opinion towards digitization of Healthcare Practice Key Learnings : Confidence Adaptability
176	Rohit Preetam Wagh	DM21C43	PGDM	Seagreen Smartech Limited	30 Days	Project Title : Consumer buying behaviour for "India online polyclinic" portal Key Learnings : sales techniques effective marketing strategy How to pitch about a product
177	Shreyansh Jangid	DM21B51	PGDM	Shalimar Seal & Tar Pvt. Ltd	30 Days	Project Title : Analysis of the GST trends in India Key Learnings : 1. ERP data entries 2. Lead Generation 3. Handling Client Grievances
178	Jaswinder Singh Banjara	DM21E24	PGDM	Sharad food solution pvt.	30 Days	Project Title : Market research Key Learnings : Lear market research Who the work culture is work and organisations work Learn faceing challenge

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179	Mohammed Kaif Sandhi	DM21A01	PGDM	Shivam Petrochemical Industry	30 Days	Project Title : "A STUDY ABOUT AN IMPACT OF HIKE IN PETROL PRICE WITH REPECTIVE TO THE CUSTOMER OF VADODARA" Key Learnings : Learned tally software Understood how to prepare vouchers Learned to prepare import and export documents
180	Amit Jahanvi	DM21A07	PGDM	Shoppers Stop	30 Days	Project Title : CONSUMER BEHAIOUR Key Learnings : Understood consumer buying regarding different product. Understood what is impulsive buying behavior Understood and learning how to deal with customer Completing sales target
181	Deepika Mahesh Chhatani	DM21B21	PGDM	Shoppers Stop	30 Days	Project Title : Impact of E-commerce on Retail Storesq Key Learnings : Introducing new In-house brand to the Customer Meeting all the sales target for the New Brand Understanding the customer needs and convincing them to try the product and close the sale Influencing customer for Impulsive Buying
182	Soumya Roy	DM21B54	PGDM	Shoppers Stop	30 Days	Project Title : "To Understand the Consumer Buying Behaviour on Shoppers Stop Inhouse Brands versus Shoppers Stop Outsider Brands" Key Learnings : Understanding how to open sales call To Know the consumer buying behaviour regarding different products. Studied about impulsive buying behaviour in terms of product sealing in retail sector.
183	Akash Kumar	DM21E01	PGDM	Shoppers Stop	30 Days	Project Title : Understanding Customer Behaviour at Shoppers Stop. Key Learnings : •Understanding customer, their mindsets and key barriers to adoption and utilisation. •Interviewed clients and customer segments and created amrketing strategy outlines. •Gathered data and insights, and discussed trends with team of 3other interns and the operational manager to set new goals.
184	Ankita Mitra	DM21D47	PGDM	Shoppers Stop	30 Days	Project Title : Consumer Buying Behaviour of International brand vs Private Label Brand Key Learnings : Negotiation , Management , Customer Service
185	Suvendu Dutta	DM21D48	PGDM	Shoppers Stop	30 Days	Project Title : "COMPETITOR ANALYSIS OF CONSUMER BUYING BEHAVIOUR OF OFFLINE SHOPPING VS ONLINE SHOPPING " Key Learnings : Inventory Management Cross Marchandising CRM

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186	Niket Chaudhary	DM21E30	PGDM	Shoppers Stop	30 Days	Project Title : Consumer buying behaviour on offers and sales Key Learnings : 1.Maked Credit Note While Customers Return Their Products. 2.Used SAP System In Billing Counter. 3.Counted Products In Inventory Through Scanners.
187	Abhishek Choudhary	DM21E45	PGDM	Shoppers Stop	30 Days	Project Title : To study the consumer behaviour towards Arcelia perfumes and deodrants. Key Learnings : 1- Customer Interaction 2- Shrinkage Control 3- Pressure Handling
188	Debjit Chatterjee	DM21D46	PGDM	Shoppers Stop	30 Days	Project Title : In House Perfume Brand vs International Perfume Brand and In House Apparel vs International Brand Apparel Key Learnings : 1. Customer Convincing 2. Customer Behavior 3. Retail Knowledge
189	Trisha Chakraborty	DM21D30	PGDM	Shoppers Stop	30 Days	Project Title : "A study on impact of festivals on consumer behavior with special reference to Shoppers Stop" Key Learnings : • Customer Interaction • Inventory & Cash Counter Management • Promotional Activity for their home brands • Visual Merchandising
190	Utkarsh Patel	DM21E19	PGDM	Shoppers Stop	30 Days	Project Title : To study consumer buying behaviour towards Inhouse brand products over individual brands in ShoppersStop Pune Key Learnings : Shrinkage Management Business Model Personal selling
191	Suraj Garhwal	DM21E18	PGDM	Shoppers Stop	30 Days	Project Title : A STUDY OF COMPRISON OF IN-HOUSE BRANDS OF SHOPPERS STOP AND THE INDIVIDUAL BRANDS Key Learnings : 1) Understood different Sales Techniques and Effective Marketing Strategy for any Organization 2) Understood the working cultures, business model and org. structure of the company 3) Learnt various technicalities like Retail Math & Shrinkage Management
192	Manisha Sindwani	DM21A29	PGDM	Shoppers Stop	30 Days	Project Title : A study on the key performance indicator of growth in Shoppers Stop Key Learnings : 1. Learned about the customer handling, convincing and made sales 2. Was introduced with retail mathematics 3. Understood about the shrinkage management and billing counter cash management
193	Abhishek Bhakat	DM21C02	PGDM	Shriram Life Insurance	30 Days	Project Title : A STUDY ON CUSTOMER BUYING BEHAVIOUR TOWARDS LIFE INSURANCE Key Learnings : Learnt Risk Calculations on Insurance. Learnt Various Products of Shriram Life. Interpersonal Skills.

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194	Subhajit Nayek	DM21B56	PGDM	Shriram Life Insurance	30 Days	Project Title : Consumer Buying Behavior towards Life Insurance in Shriram Life Insurance Key Learnings : Learnt the basic of Insurance industry Analyze the problem I was pitched the customer selling insurance
195	Souvik Bakshi	DM21C51	PGDM	Shriram Life Insurance	30 Days	Project Title : Investor's perception towards life insurance products Key Learnings : Speaking to prospective clients, Pitching Life Insurance products. Actively seeking out new sales opportunities by cold calling, networking. Detailed Analysis of Life Insurance Sector and Companies in India.
196	Priyanka Bhandari	DM21B37	PGDM	Shriram Life Insurance	30 Days	Project Title : A STUDY ON PERCEPTION OF INVESTORS TOWARDS LIFE INSURANCE POLICY Key Learnings : 1. Worked with Shriram Life Insurance & got intense knowledge about the sector. 2. Added more than 40 fresh prospect list. 3. Understood different sales techniques and effective marketing strategy for any organization. 4. Convinced and converted 3 sales of policy contributing revenue of Rs.60,000 to the company.
197	Ayushi Surana	DM21A17	PGDM	Shriram Life Insurance	30 Days	Project Title : Study about the factors affecting investment decision with respect to Shriram Life Insurance Key Learnings : 1. Communication Skills 2. Effective marketing strategy 3. Sales technique
198	Ashwini Kumar Jha	DM21B19	PGDM	SIMMI ENTERPRISES	30 Days	Project Title : A STUDY ON RESEARCH AND MARKETING OF PHARMACEUTICAL OILS Key Learnings : * Market Analysis with Regards to Distributors * Listing of Potential Clients * Product knowledge and benefits to Customer
199	Shyam Kumar Raj	DM21A52	PGDM	Spivalya spices	30 Days	Project Title : A study of Consumer Buying behaviour of Spices Key Learnings : Route mapping How to maintain relation with existing customers/ Distributor Margin calculation
200	Abhinav Raj	DM21A02	PGDM	Spivalya spices	30 Days	Project Title : A Study on consumer taste and preferences on the spices and masala brands and recent trends in the market for the spices in pune Key Learnings : Route mapping How to convince distributor Margin Calculation
201	Sonam Kumari	DM21A55	PGDM	Synkom Technologies Pvt. Ltd.	30 Days	Project Title : Sales and Marketing Key Learnings : Negotiation Communication Time Management

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202	Juhi Bareria	DM21B25	PGDM	Synkom Technologies Pvt. Ltd.	30 Days	Project Title : Digital Marketing Strategies to improve Brand Awareness and Visibility Key Learnings : Involved in Social media marketing – Analysis, Content calendar Data Management activity on Shopify website Ran Google Ad campaigns where I learnt Campaign Management
203	Apurba Bhakat	DM21B15	PGDM	Talent Acquaintance	30 Days	Project Title : The Recruitment and Selection process of Human Resource Management in an Organization Key Learnings : 1. Recruitment and Selection : Shortlisting, Screening and Conducted Interviews 2. Training : Provided JD based training the candidates before Interview 3. Handled Clients : Worked with Byjus in Gujarat and looked for end to end recruitment process
204	Amrita Baidya	DM21B10	PGDM	Talent Acquaintance	30 Days	Project Title : A STUDY OF END-TO-END RERUITMENT AND SELECTION PROCESS Key Learnings : ▪ Handled Talent Acquisition for various company ▪ Virtual Training and Development for a BPO organization ▪ Sourced CVs according to job description through Facebook, WhatsApp, google form
205	Pratibha Pal	DM21B34	PGDM	Talent Acquaintance	30 Days	Project Title : A Project Report on Study On Satisfaction Of Candidate From the Services Provided By Consultancy Firm"Project entitled: A Project Report on Study On Satisfaction Of Candidate From the Services Provided By Consultancy Firm" Key Learnings : 1.Recruitment 2. Sourcing 3. Retention 4. Client Handling
206	Ankita Sinha	DM21C10	PGDM	Talent Acquaintance	30 Days	Project Title : Talent sourcing and acquusition of clientlle Key Learnings : 1. Time management 2. Leadership skill 3. Created dashboard
207	Abhishek Vishal	DM21B04	PGDM	Tata Tele Service	30 Days	Project Title : A study on the reduction of operating cost through cloud-based telephony. Key Learnings : The customer observed Behavior toward telecom. Pitched the smart Flo, and ILL. Generated 8 leads for the channel partner.

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208	Sumit Bhardwaj	DM21B57	PGDM	Tata Tele Service	30 Days	Project Title : A Study on the current Scenario of ILL & Smartflo market in India. Key Learnings : Worked with Channel Partner, Seagull Enterprises Done the cold calling, site visits and generating leads Understood different sales techniques and effective marketing strategy for the Telecom sector.
209	Dileshwari Bhuwaneshwar Wadhai	DM21D06	PGDM	Tata Tele Service	30 Days	Project Title : Market Research analysis of Indian Telecom Industry Key Learnings : (1) How to put knowledge and skills into practice (2) Also Learnt B2B services, effective Customer Interaction. (3) Market Research Analysis. (4) Understood different sales techniques and effective marketing strategy for organization.
210	Golapi Barman	DM21D07	PGDM	Tata Tele Service	30 Days	Project Title : TO STUDY CRITICALLY ABOUT SMARTFLO TECHNOLOGY AND IT'S ADOPTION IN THE PUNE MARKET Key Learnings : Confidence - in terms of talking to any unknown people Making connections How important good communication is
211	Adarsh Raj	DM21C06	PGDM	Tata Tele Service	30 Days	Project Title : A STUDY ON CUSTOMER SATISFACTION TOWARDS TATA TELESERVICES IN REGARDS TO PRI AND SMART FLO Key Learnings : 1. B2B Client Dealing with respect to Small Medium Enterprises 2. Conducted Market survey towards IT, Manufacturing, Healthcare Sector 3. Added around 100 fresh prospect list
212	Sharmistha Ghosh	DM21E42	PGDM	Tata Tele Service	30 Days	Project Title : To understand the consumer satisfaction of the company towards TATA Key Learnings : Customer acquisition Customer loyalty and satisfaction Customer retention
213	Sayantan Sarkar	DM21A46	PGDM	Tata Tele Service	30 Days	Project Title : A study on reduction of operating cost through Cloud based telephony. Key Learnings : Market mapping Cold Calling Content writing
214	Anshu Sonakiya	DM21B13	PGDM	Tata Tele Service	30 Days	Project Title : A study on internet buying behaviour of consumer Key Learnings : *convinced and pushed 5 business partner to perform sales activity. *Done weekly visit and try to understand the consumer behaviour. *Understand different sales techniques and effective marketing strategy for organization.

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215	Hrushikesh Manoj Deshmukh	DM21D08	PGDM	Tata Tele Service	30 Days	Project Title : A study about b2b market of tata tele service Key Learnings : *Done weekly visit and try to understand the consumer behaviour. *Understand different sales techniques and effective marketing strategy for organization.
216	Shubham Ganguly	DM21D27	PGDM	Tata Tele Service	30 Days	Project Title : "A study on Clients' perception of ILL connections of Tata Teleservice Key Learnings : 1) Customer Relationship 2) Communication skills 3) Understood different sales techniques and effective marketing strategy for any organization 4)Communicated various clients and convinced to adapt services by Tata Teleservice
217	Ghagre Sneha Ramesh	DM21A54	PGDM	Tata Tele Service	30 Days	Project Title : Study On Indian Tele-Service Sector: Tata Teleservices-Things Gone Right & Wrong Key Learnings : *Be an Active Listener *Learn Social Selling *Be a Team Player
218	Sourav Kumar Pandey	DM21A57	PGDM	Tata Tele Service	30 Days	Project Title : Consumer buying behavior of TATA Teleservices Products Key Learnings : 1. Learn data Extraction of companies through various sources 2. Went to meet IT & Softech companies to promote the products & services 3. Done market research for TATA TELESERVICES products.
219	Mayank Mrinal	DM21C36	PGDM	Tata Tele Service	30 Days	Project Title : Strategies for promotion of telecom services in various business units Key Learnings : * How to peach customers * How to collect primary data * How to promote the products
220	Prachi	DM21A36	PGDM	Tata Tele Service	30 Days	Project Title : Studied attitude of B2B towards data & voice products Key Learnings : how to accept rejection with patience, Pitching techniques, Script formation, never give up attitude
221	Sundeep Anand	DM21B58	PGDM	Tata Tele Service	30 Days	Project Title : Reduction of Operating cost through Cloud Based Telephony Key Learnings : 1 Punctual 2 Smart Working 3 Communicate with Corporate
222	Swarnim Chauhan	DM21A58	PGDM	The Machine Maker	30 Days	Project Title : The Future of Talent Management Key Learnings : ■ Interacted with people over call. ■ JD creation ■ Sourcing candidates from multiple sources. ■ Screening, shortlisting, scheduling interview. ■ Basics of how interview is conducted.

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223	Ravi Soni	DM21A41	PGDM	The Machine Maker	30 Days	Project Title : Work-life Balance Key Learnings : 1.Sourcing & Screening 2. Designing Job description 3.Working on different Job Portals - Naukri, Indeed, IIMjobs.
224	Ankit Chakraborty	DM21D02	PGDM	Trustin Tape Private Limited	30 Days	Project Title : Consumer (Dealer, distributer and end users) buying pattern andpreferences in Tape Industry Key Learnings : Understood market research strategy of trustin tape. Understood different sales techniques and effective marketing strategy for any organization. Conducted a survey to understand dealer & distributor tapes buying pattern.
225	Roop Kishor Gupta	DM21A43	PGDM	TTML	30 Days	Project Title : Adoption of SD - WAN Technology in Market vis a vis TTBS Key Learnings : 1. Understood different services and products and effective marketing strategy of organization 2. Make sales outbound calls to the new customers and pitched the TTML product 3. Understand ratio analysis of a company
226	Raka Banerjee	DM21A40	PGDM	UpCloud Technology	30 Days	Project Title : Use of AI in Recruitment Key Learnings : 1. Knowledge of End to End Recruitment 2. Conduction of Online Campaigns 3. Knowledge of Online Job
227	Dharmesh Agrawal	DM21A20	PGDM	Vikash Yogesh & Co.	30 Days	Project Title : Study about which tax is better : GST or VAT Key Learnings : 1- Tax System of India 2- How to Handle Clients 3- Team Management
228	Harshit Poddar	DM21B22	PGDM	Walplast Produtcs Private Limited	30 Days	Project Title : Sales Order Processing Key Learnings : Business Communication, ERP handling and People managing
229	Manjari Sinha	DM21C35	PGDM	Walplast Produtcs Private Limited	30 Days	Project Title : Analysis of Performance Management system. Key Learnings : Excel Business communication
230	Himani Sunil Ghodmare	DM21B23	PGDM	Walplast Produtcs Private Limited	30 Days	Project Title : A Framework of Customer Relationship Management in Walplast Products Private Limited. Key Learnings : 1) Petty cash entries on company's ERP. 2) Handling CRM (Customer Relationship Management) application of the company. 3) Dashboard Handling - Sales update.
231	Aaditya Sharma	DM21B01	PGDM	We3 homes	30 Days	Project Title : Trends in Indian Realty Sector Key Learnings : 1. Understood different Real Estate terminologies. 2. Understood marketing channel in Real estate sector. 3. Negotiation skills.

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232	Mimansa Mishra	DM21B32	PGDM	We3 homes	30 Days	Project Title : ANALYSIS OF IMPACT OF RERA ACT ON REAL ESTATE INDUSTRY Key Learnings : 1.LEARNED ABOUT REAL ESTATE INDUSTRY AND ITS WORKING 2.PITCHED FOR NEW PROPERTY 3.DID 200-250 CALLS PER DAY 4.DID PRESENTATION OF DAY TO DAY WORK
233	Atufa Abrar	DM21B20	PGDM	We3 homes	30 Days	Project Title : Impact of Covid on Indian Realty Sector Key Learnings : 1. Real estate terminologies 2. Negotiation skills 3. Objection Handling
234	Neha Gupta	DM21E09	PGDM	We3 homes	30 Days	Project Title : TO STUDY THE CONSUMER PERCEPTION TOWARDS RESIDENTIAL PROPERTIES" Key Learnings : Generated over 45 leads Understood different sales techniques and effective marketing strategy Understood buyuing behaviour of customers
235	Rose Agrawal	DM21D23	PGDM	We3 homes	30 Days	Project Title : Consumer buying behaviour of residential property after covid-19 Key Learnings : 1) understood techniques of sales 2) understood buying behaviour of customer 3) convince client over call
236	Ritika Khurana	DM21A42	PGDM	We3 homes	30 Days	Project Title : Impact of Technology in real estate Key Learnings : • End to End presales lead generation process – acquisition, nurturing, closure & transition • Managing third party tele-caller at developer site. • Responsible for maintaining effective relationships with, internal stakeholders.
237	Ankita Singh	DM21A12	PGDM	We3 homes	30 Days	Project Title : To study of consumer buying behaviour in terms of perception and expectations for real estate. Key Learnings : Communication Skill Market Research Understand company and sector information
238	Apratim Bhattacharya	DM21A15	PGDM	We3 homes	30 Days	Project Title : To study the importance of digital marketing in real estate emphasizing on how telemarketing complements digital marketing Key Learnings : Real Estate sector, Current market scenario, Parameters on which client requirements are decided upon , important terminologies
239	Krittika Mitra	DM21C29	PGDM	We3 homes	30 Days	Project Title : "TO STUDY THE PROBLEMS FACED BY THE CUSTOMERS REGARDING THE BORROWING OF THE HOME LOAN " Key Learnings : Customer Handling , problem solving , pre-sales
240	Krishna Kanhaiya	DM21C28	PGDM	We3 homes	30 Days	Project Title : "TO STUDY THE PROBLEMS FACED BY THE CUSTOMERS REGARDING THE BORROWING OF THE HOME LOAN " Key Learnings : Customer Handling , problem solving , pre-sales

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241	Abhijna Mukherjee	DM21B02	PGDM	HrCadre Consulting	30 Days	Project Title : The Recruitment process of a Job Consultancy Company Key Learning : .Soucing Resume .Screening Resume .Scheduling Interview
242	Pratik Kumar Ghosh	DM21B35	PGDM	ANAR Business App.	30 Days	Project Title : A study about an Consumer Behavior towards ANAR Business App Conpany in Mumbai. Key Learning : Effective marketing strategy Poster Design Social media platforms
243	Sakshi Ravindra Akare	DM21D31	PGDM	AMUL	30 Days	Project Title : Awareness and study of sweets and bakery products of Amul in Nagpur. Key Learning : Planned strategies, Facing rejections, Identifying retailers and consumers behaviour
244	Roshan Ali	DM21A44	PGDM	Agile Capital Service	30 Days	Project Title : A study on investment option and investors attitude towarda investment of customers Key Learning : Became more extrovert, Learnt calculation of taxation, How to pitch customers
245	Lumreiso Chamroy	DM21E32	PGDM	Reliance Jiomart	30 Days	Project Title : "A study on understanding and analysing the vendor onboarding behavi Key Learnings : 1.understood how to identify customer needs and wants 2.understood how a systemetic hierarchy organisation work 3.understood about customer behaviour towards various distributor.
246	Debayan Mondal	DM21A19	PGDM	Tata Tele Service	30 Days	Project Title : Customer satisfaction in regard to Tata Teleservices Key Learnings : 1. Got an insight into different telecom products and services 2. Collected data through field visits in and around Pune 3. Maintained and analyzed of data collected