



**Ratnesh Singh**  
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PGDM Class of 2027



**KIRLOSKAR**  
**INSTITUTE OF MANAGEMENT**  
LEGACY. INNOVATION. EXCELLENCE.

### Career Objective

Motivated and enthusiastic management student seeking to develop practical skills and gain exposure to real-world business environments.

### Educational Qualifications

Year of Passing	Qualification	Institute/Organization	Percentage/CGPA
2027	PGDM	Kirloskar Institute of Management, Pune	Pursuing
2023	M.com	Dayanand Bachrawan Degree College, Raebareli	6.7CGPA(62%)
2021	B. Com	Rajat PG College, Lucknow	58
2018	12 <sup>th</sup>	Saraswati Vidya Mandir, Rambagh Basti	60
2016	10th	Saraswati Vidya Mandir, Rambagh Basti	8.4CGPA(79%)

### Projects/Live Projects/Assignments

- Researched (M.com)s “Social Responsibility of Business,” identifying key factors influencing ethical corporate behaviour and demonstrating ability to analyse business policies, stakeholder expectations, and organisational responsibility practices.
- Conducted a financial analysis of “Goa Carbon Pvt. Ltd.” in the FRSA Project, where I Analyse the company's income, expenses, and profits to understand its financial health and business performance.
- Created a storyboard using concepts from Organizational Behaviour, and explained how good coordination and teamwork can improve a person's performance and productivity.
- Completed an on-field marketing task by visiting the local market and noting down different shop names, brand colours, and visuals to understand how companies attract customers.
- Managed financial planning and pricing strategy for the “Mohabbat-e-Halwa” stall during KIM Karnival, generating ₹7,400 in revenue and securing a 45% profit margin through cost control and demand-based pricing
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### Position of Responsibility

- Designed the complete storyline, character profiles, dialogues, and coordinated on-stage execution for the college induction programme, demonstrating creativity, originality, and leadership in managing a live performance

### Technical Skills and Certifications

- MS Excel (Formulas, Data Entry, Basic Analytics)
- MS PowerPoint (Slide Structuring, Business Storytelling)
- PowerBI

### Awards and Achievements

- Secured 2<sup>nd</sup> position in an SDG Awareness Video Competition, demonstrating creativity and impact in promoting sustainable development goals.
- Obtained 2<sup>nd</sup> position in extempore act creation based on one of values of Kirloskar group “Innovative Thinking.
- Winner of all games conducted in outbound activities during PGDM orientation program.
- Secured 2<sup>nd</sup> position in “FinHeist” organising by Finance Club.

## Extracurricular Activities

- Reading and Creation of Urdu Poetry
- Participating in Chess competition at university level
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## Personal Details

- Hometown -Basti, Uttar Pradesh
- Languages known-HINDI, ENGLISH