

RAVI KAPOOR

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EDUCATIONAL QUALIFICATIONS Course (Stream)/Examination	Institution/University	Year of Passing	Performance
Graduate in Diamonds	Gemological Institute of America, Delhi	2016	9.8/10
Management of Fashion and Luxury companies.	University of Bocconi (Distance Learning)	2016	
Bachelor of Business Studies (Finance)	Shaheed Sukhdev College of Business Studies (University of Delhi)	2015	1848/2400 (77%)
AISSEE (Commerce)	Delhi Public School (Faridabad)	2012	458/500 (91.6%)
AISSE	Modern School (Faridabad)	2010	CGPA 9.6

Work Experience

Bannu Waale Sunar Pvt. Ltd.

- o Incorporated this B2B and B2C platform dealing in light weight Designer Diamond Jewellery, loose diamonds and colored stones.
- o Designed Engagement rings for over 200 lovely couples.

Offline Partner with Bluestone.com

- o Managed Bluestone's Offline presence in Faridabad.
- o Organised various exhibitions as part of customer awareness and relationship build exercise.
- o Worked closely with the national marketing team to improve the Store in Store model.

Sankofa Jewels

- o Launched an Exclusive Fine Silver Jewellery Brand
- o Introduced a 'Store in Store' Concept and launched it with 10 partners across Haryana and Uttrakhand.
- o Introduced "Democratization of Customization" by offering various innovative customization like Finger Print Rings, Voice Wave Length Jewellery, Moon Phase Jewellery, Map Jewellery, etc.
- o Activated a network marketing model of "Home entrepreneurs" of ladies who work as entrepreneurs by working as agents for our jewellery.

PricewaterhouseCoopers, Risk Advisory Services (6 weeks, 04 June 2014 – 18 July 2014)

- o Identified potential clients for companies act 2013 transition support under "Go to Market" practices
- o Built effective communication documents, including proposals to pitch to potential clients
- o Assisted in knowledge management activities such as Building a Compliance Bible and Preparing Case studies to support business development activities

Gali 1481 (Bihar based Retail and consumer Merchandising Firm) (October 2013-Present)

- o Handled overall business strategy with specific focus on Product Development and Human Resources

PROJECTS UNDERTAKEN

SocioBarter (Social media cross promotion platform)

- o Analysed the digital marketing industry and created an innovative multiplatform mechanism to increase the scope of marketers

AWARDS & ACHIEVEMENTS

Awarded a 100% Scholarship at the prestigious Gemological Institute of America of the Graduate Gemologist Programme in London.

Assisted Mr. Shine Shivan, an Internationally renowned sculpture Artist, with works showcased all over the world.

Winner of **Empezar 2014**- A Pan India **leadership and entrepreneurship** event with over 15,000 participants, organized by S.S.C.B.S

As part of **Enactus (formerly SIFE) S.S.C.B.S**:

- o Represented SSCBS at the Enactus India National Competition 2013 in Mumbai

- o Winner of **Walmart Women's Economic Empowerment** Grant 2013.

- o Winner of a grant of Rs. 1,00,000 at **Seeds of Hope**, a seed funding competition organised by **Bain and Company** in 2012

- o Conducted **India's Largest Waste-Paper Collection Drive**

Secured **First position** at **Graphic Design Competition** organized by VIPS SPANDANx 2013

Secured **1st position** in University Level Inter-college **Street Play** competitions in **7 competitions**

Awarded the **Principal's Gold Medal for All-Round Performance**, Delhi Public School, Faridabad – 2012

Awarded **Blue Badge** for outstanding performance in **academics** for **5 consecutive years** (2007-2011)

POSITIONS OF RESPONSIBILITY

President: The Darkroom- The Visual Art Society, S.S.C.B.S.

- o Led and managed a team of 30 individuals to build a competent team, winning over 12 competitions at the national level

- o Introduced Graphic designing and Film Making verticals to the society

- o Attempted to conduct **India's Biggest Selfie Day Celebration**

Vice President: VERVE-The Street Play Society

- o Led a talented team of 50 and contributed effectively to the direction and performance of the Annual Production, winning various national competitions.

Marketing Head -Manthan'15 (Asia's largest Street play Festival)

- o Developed a Mobile application for the event to increase its reach

- o Conceptualized and executed the **Campus Ambassador Program** across 20 cities

- o Led a Campaign, **8-Bit Nukkad**, focusing on ground level changes depicted through 8-bit concepts

Associate Member: Enactus S.S.C.B.S (Formerly SIFE S.S.C.B.S.)

- o Handled Logistical functioning of existing social entrepreneurship projects ,viz: **Project Akshar** and **Sanitation Solution**

- o **Project Gramoddhar**- Undertook extensive economic research, conducted in-depth interviews to implement self-sustaining rural business models and community trust building exercises

Secretary-Student Council (2011-2012); **Vice-Head Boy** (2010-2011) **Delhi Public School, Faridabad**

OTHER INTEREST & ACTIVITIES

Collector of **HMT watches** with over 250 watches in collection.

Attended 3 months theatre workshop conducted by ACTOR FACTOR.

Attended Policy Boot Camp Organised By Vision India Foundation.

Proficient in Digital Imaging and video editing softwares including PHOTOSHOP, COREL VIDEO EDITOR;

Basic knowledge Ms Office

Instagram: Storyteller @daastan_e_streets. Visual arts @artist_e_unsikh