

## Nikhil Sarva

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### PROFILE

- Six years proven success in achieving business goals in highly competitive market. Outstanding knowledge of the technical side, market demands and effective organizational structure of businesses.
- Experience in customer, vendor and team management.

### EDUCATION

- B-Tech, Metallurgical & materials engineering, MNIT Jaipur. 2009-2013.

### KEY COMPETENCES AND SKILLS

- **Business Skills:** Strategic Management, Analytical Skills, Entrepreneurship, Business Development
- **Soft Skills:** MS Office

### CAREER SUMMARY

#### 1. Co-Founder, Mock247 Educational Services.

February 2018 – till now

- Conceptualized and implemented exam preparation platform for all the major government exams.
- Overviewed complete website and app creation and their functionalities and features.
- Responsible for creating content for all major government exams and achieving their timelines.
- Responsible for B2B onboarding and negotiations.
- Managed a team of content developers which includes mock paper creation, blogs, and customized content for B2B customers etc.
- Responsible for exploring and managing all the channels for gaining traction like telegram, quora etc.

##### Achievements

- Acquired around 8000 customers within one year with approx. revenue of 15 lakhs.
- On boarded 13 coaching institutes from various cities to our platform.

#### 2. Business Development Manager, Dormoto Rentals and Hospitality.

Dec 2016–Nov 2017

- Conducted market research including competitor analysis to identify target segment and competition
- Defined user journey and data flow to identify functionality and features of the product
- Responsible for **acquisition, on boarding and training & management of vendors**
- Formed and managed a team of 5 people for designing, SEO and SMO
- Effective Team management with proper task allocation and ensuring that it meets its deadline.

##### Achievements:

- Acquired 2000 customers with an average ticket size of INR 900.
- **Scaled to 8 cities (Delhi, Hyderabad, Leh, Chennai etc.)** from Jaipur in a time span of 2 years.
- Successfully negotiated with vendors to upgrade bikes and install bike tracking system

#### 3. Engineer - Operations, Hindustan Zinc Ltd. (Udaipur)

Oct 2014 – Dec 2016

- Mixing of raw material and blend preparation.
- Quality improvement and process control during lead smelting in SKS furnace (a bottom oxygen blowing furnace).
- Responsible for maintaining Lead (Pb) in slag in between 38% to 42%.
- Handled a team of 50 people including 10 associates ,and 8 process controllers
- Responsible for maintaining 5s on the shop floor.

#### 4. Engineer – Operations, Bharat Aluminum Company (Korba)

Oct 2013 – Sept. 2014

- Managed metal planning and Quality control for wire rods and ingots production.
- Mixing of necessary additives to improve quality of wire rod.
- Operation of wire rod mill (a continuous casting and rolling mill).

- Successfully reduced wheel choking breakdown time from 3 hours to 1 hour.
- Operation of ingot casting machine.
- Team Lead for maintaining 5S at shop floor.
- Managed 15 process technicians and 30 processes associated during complete production cycle.
- Awardee GET excellence award for increasing ingot production to 113 tons in a single shift, which was highest in 3 years.

#### **ACHIEVEMENTS AND RESPONSIBILITIES**

- Worked as JOINT SECRETARY of CREATIVE ARTS SOCIETY, handling all the major cultural activities of MNIT.
- Student Convener of PRIMAVERA'12, the annual techno cultural festival of MNIT.
- Served as Marketing Head of Blitzschlag'11, annual national fest of MNIT.
- Served as Student Advisor of All India Advani Memorial Basketball Tournaments.