

Manas Sonesh Shah

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Degree	Institute	Board/University	Year	Grade/Score
BBA Finance	Anil Surendra Modi School Of Commerce	NMIMS	2022-25	CGPA-3.15/4.0
Class XII	Jai Hind College Of Commerce	HSC	2021-22	87.83%
Class X	Sri Sri Ravishankar Vidya Mandir	I.C.S.E	2019-20	94%
ACADEMIC PROJECTS				
<ul style="list-style-type: none">Research paper: Published-“Factors affecting cosmetic surgery among young adults” into International Journal of Engineering Science and Technology.Financial Modelling of Ultratech Cements with Forecasting and Analytics using Excel as a tool.Financial Statement Analysis of Cement Industry in India-using 5 key players in the sector (Ratio,Dupont,Comparitive,Commonsize and Trend Analysis)Conducted an in-depth study of production processes at Waree Energy Plant, one of India’s fastest-growing companies in the energy sector.		<ul style="list-style-type: none">Crafted an Advertising Campaign for Patanjali Products (HealthCare Brand) using Social Media and Print Media as a medium.Developed a comprehensive business plan covering market analysis, value proposition, operations, and financial projections- PlantifyInterviewed Mr. Viraf Hansotia- distributor of Gurkha Cigars in India and learned many insights about Surrogate Marketing.Conducted an in-depth study of Decathlon’s retail operations, focusing on store layout, customer journey, visual merchandising, and operational efficiency		
POSITIONS OF RESPONSIBILITY				
<u>Business Development Executive</u> RRR Shipping LLC - DubaiAugust 25 to Present <ul style="list-style-type: none">Implementation of Ai and Technology into Sales ProcessEnd to End strategic Sales Execution - from Lead Generation to Deal ClosingAccount ManagementNegotiationMarket research				
<u>Consulting Director</u> Shah Brothers Shipping Pvt Ltd (Part-Time)January 2025 to Present <ul style="list-style-type: none">Customs RegulationCustom Clearance ConsultingBusiness Development				
<u>Intern</u> United States Consulate General MumbaiOctober 24 to January 24 <ul style="list-style-type: none">International LogisticsDiplomats supply chain ManagementIntercultural CommunicationHigh Profile Government Individuals Consignements				
<u>Intern</u> Greenwich Meridian Logistics IndiaJune 24 to August 24 <ul style="list-style-type: none">Import Operations Completed the summer Internship with utmost punctualityImport LogisticsSea and Air Logistics Management Managed ground work				
<u>Intern</u> Internship at MAK Envirotech and Solutions (India)June 23 to July 23 <ul style="list-style-type: none">Completed the summer Internship with utmost punctualityManaged ground workCompleted sight visits and inspections				

Certifications and Licenses	
<ul style="list-style-type: none">1 Million Prompters - Dubai Future Foundation, October 2025Indian Customs G Category - Customs and Central Excise Department,Ministry of Finance,Government of India, June 2025Bloomberg Market Concepts - Bloomberg, January 2025Microsoft Office Specialist - Linkedin , August 2024	
CO-CURRICULAR OR EXTRA - CURRICULAR ACTIVITIES /AWARDS/ACHIEVEMENTS	
<u>Senior member</u> ASMSOC Sports Club- Logistic Department <ul style="list-style-type: none">Hosted a National level sports eventManaged all the inventory and logistical work for the event Invited colleges from all over the country to participate in the event.	August 22 to February 23
<u>Committee member</u> Vaayu – Youth Empowerment, Innovations Department <ul style="list-style-type: none">Managed participation in various college festivals.Ideation and execution of various events during the festival days	August 22 to January 23
<u>Committee member</u> Social Responsibility Forum – Projects Department <ul style="list-style-type: none">Empowered women by giving them sewing machines and task of making bags which we sold at various events across MumbaiRewarded for excellent performance in <u>Intra and Inter Football competitions.</u>Attended <u>IIMUN</u> and won the best delegate award in the Lok Sabha Committee.	August 22 to January 23
SKILLS & ABILITIES	
<ul style="list-style-type: none">Supply Chain and Logistics ManagementMarketing and SalesFinancePrompt EngineeringProblem Solving	
PERSONAL INFORMATION	
Languages Known	English, Hindi, Gujarati, Marathi, Kutchi
Hobbies & Interests	Sports,Travelling, Fitness.
Permanent Address	1005, Suparshav Building, Sarvodaya Nagar, Mulund (West), Mumbai- 400080.