

PROFESSIONAL SKILLS

Team Development

Stakeholder Management

Negotiation Skills

Practical and Tactical Workforce Planning

Sales

Marketing

Market research

PERSONAL SKILLS

Creative spirit

Reliable and professional

Organized

Time management

Team player

Fast learner

Motivated

CONTACT

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Dr. ANMOL MEHTA

ABOUT

Dedicated professional with proven skills in Teaching, Research, sales and recruitment. A team player with effective interpersonal skills and a strong work ethic.

WORK EXPERIENCE

Indian Institute of Management, Udaipur-Contract

Designation-Academic Associate (21st July 25 till date)

- Assisting professors in invigilation, evaluation, class participation, attendance.

Vivekananda Global University, Jaipur-Full time

Designation-Assistant Professor in Management Department (2nd January 24 to 16th July 25)

- Teaching Consumer Behavior and Training and Development
- Handling Industry Institute Interface Cell (Training and Placements)

IIHMR University Jaipur, Jaipur-Full time

Designation-Admissions Coordinator (15th May 23 to 30th Nov 23)

- Handling outreach for the University
- Handling admissions for Development Management Program.

Kiri Kiri, Jaipur-Full Time

Designation-Social Media Manager (1st Feb 2022 to 31st Dec 2022)

- Update social media content across all channels and Engage with customers and followers

Manipal University Jaipur-Internship

Designation-Course Mentor in Online Learning Department (14th April 2021 to 30th Sept 2021)

- Helping students of online MBA with academic queries.

Mee 2 Bee Smart Services Pvt Ltd, Jaipur-Internship

Designation-Intern (5th November 2020 to 5th February 2021)

- Worked as a consultant and hired for various organizations
- Coordinating the process of conducting interviews.
- Engaging the candidate till the time one comes on board.
- Hired for profiles like Full Stack Software Developer, MERN Developers,PHP Laravel developer, NODE.JS Developer, Graphic Designer, Channel sales professionals, MIS resource, HR professionals, Chartered Accountants, New product development profile, Solar Engineer, Freight Forwarding,

Manipal University Jaipur-Internship

Designation-Admissions intern In MBA program(1st March 2020 to 30th June 2020)

- Helped in admissions of offline MBA program.

NIMS University , Jaipur-Full Time

Designation-Administration Manager (15 June 2019 to 15th September 2019)

- Worked in HR Department , AQUA Cell and administration department

Fliplearn Education Pvt Ltd, Gurgaon-Internship

Designation-Intern (21st September 2018 to 31st March 2019)

- Short listing the resumes of candidates through Naukri, Internshala.
- Coordinating the process of conducting interviews.
- Engaging the candidate till the time one comes on board.
- Hired for profiles like Full Stack Software Developer, Software Engineers, Product Manager, Sales, and Business Development professionals, Telesales Executives, Customer Support Executives, Graphic Designer, Channel sales professionals, MIS resource, HR professionals and interns for Software and product department.

Byju's – Learning App (Think & Learn Pvt Ltd), Noida-Full time

Designation-Business Development Associate (7th May 2018 –22nd August 2018)

- Confirming appointments for personal meetings and closing them into a definite business. Responsible for the Delhi NCR region.
- Ensuring customer satisfaction for retention and renewal. Maintaining the database management system.

Make My Trip/Go Ibibo: Gurgaon-Internship

Designation-Intern (15th May 2017 to 15th July 2017)

- Short listing the resumes of candidates through Naukri.com and IIM Jobs for various profiles.
- Prepared PowerPoint presentation of management hierarchy and company's value as part of employer branding. Coordinated the process of conducting interviews.
- Content updating (photos and videos) and editing on social networking sites such as Facebook, LinkedIn, Twitter, IIM job's.com, and Instagram for employer branding.

Crowne Plaza Hotels and Resorts, Jaipur-Full time

Designation-Crowne Meetings Coordinator(1st June 2015 to 6th January 2016)

- Cold calling in the industrial area of Jaipur for sales mapping.
- Coordination with the sales team. Hotel show around to the guests.
- Supported the Marketing Communication manager regularly.
- Responded to incoming catering opportunities for the hotel.
- Identified, qualified, and solicited new catering business to achieve personal and property revenue goals.

Four Points by Sheraton, Jaipur-Full time

Designation-Sales Executive(6th January 2016 to 28th May 2015)

- Hotel show around to the guests and handled office operations.
- Supported the Director of Sales in compiling the monthly sales report.
- Quick and efficient action on all in coming sales inquiries and converting the same into definite business to achieve monthly budgeted revenues.
- TO follow up on inquiries, preparing proposals and rate contracts as per Starwood policies, effective detailing of banquet event, menu suggestions along with sous chef, advanced deposit payment, event licencing to raise banquet event order.

Hyatt Regency , Gurgaon-Internship

Designation-Intern(1st June 2014 to 15th November 2014)

- Handled the guest service center where all the incoming calls in the hotel and house guest calls are attended.
- Worked at concierge desk from where all the luggage is transported from the porch to the room and vice versa.
- Coordinating with sales team, conducting show around to the guests.
- Lead generation-Tele calling on the source market like Bangalore, Ahmedabad, Mumbai, Delhi and Kolkata. Supported the marketing communication manager regularly.

Kaizen Robeonics Research Pvt Ltd, Jaipur-Full time

Designation-Operations executive (12th July 2011 to 28th August 2012)

- Office operations and Sales and Marketing of engineering solutions in and around Jaipur and some parts of Rajasthan.
- Designed content for the website also designed content for the pamphlets and brochures.
- Maintained database of customers. Visiting engineering colleges in Jaipur and Udaipur regularly for conducting seminars.
- Conducted placement drives for the company at various engineering colleges in Jaipur.
- Maintaining records of payments received by the company. Regular sales calling in satellite areas around Jaipur.

ACTIVITIES & HONORS

- Visited Disha for training differently-abled students to teach them dining etiquettes while working with Crowne Plaza, Jaipur.
- Taught students of Gaurav Niketan Trust-Gurgaon while working as an intern at Hyatt Regency Gurgaon as part of their community initiative for underprivileged kids.
- Regularly visited Disha, a school for differently-abled students in Jaipur to teach them various subjects for community work during School-Maharaja Sawai Man Singh Vidhyalaya.
- Helped students of LalityaKumari Bal Niketan, a village school in association with my school in Jaipur to organize their annual function.
- Was awarded 3 appreciation cards during the tenure at Crowne Plaza, Jaipur.
- Got appreciation letter for work at Vivekananda Global University during my tenure as Asst Professor.
- Received Letter of Recommendation from AIU-VGU-AADC for my efforts during 5 days online FDP.

ACADEMIC PROFILE

PHD-Marketing
Manipal University Jaipur

B.Tech.-Elec & Comm.
Rajasthan Technical University

MBA-HR & Marketing
TAPMI School of Business,
Manipal University, Jaipur

Diploma-Front Office
IHM Jaipur
NCHMCT, Delhi

Presentation In Conferences:

1. Presented research paper in International Conference named PRISM held at IIM Nagpur from 17th to 19th Nov 2022.
2. Presented research paper in International Conference named CERE held at IIM Indore from 9th to 11th June 2023.
3. Presented research paper in International Conference held at Chandigarh University ICETSBP held on 23rd and 24th June 2023.
4. Presented research paper in 9th PAN IIM World Management Conference-2023 held on 22-24 Jan 2024.

Publications In Journals:

1.Paper titled “Paradigm Shift In India’s Education and Health Sector Due To Covid 19” published in Shodh Sarita- A UGC Care listed Journal in the month of March 2021.
2. Paper titled “Leadership in Crisis: Case Study on Rajasthan Medical Team” published in Empirical Economic Letters an ABDC Journal in C Category in August 2021.
3. Paper published named “A Bibliometric Analysis on Societal Marketing: A Strategic Approach” in Web of Science-Pacific Business Review International in July 2023.
4. Paper published named “E Commerce and Social Media Marketing: Impact of Advertising, Brand and Price on Brand Image of MSME” in ABDC B category Journal- Academy of Marketing Studies Journal in November 2023.
5. Paper titles “Factors That Determine Youth's Consumption Behavior in A Sustainable Way” published in Scopus Journal named Educational Administration: Theory and Practice in the month April 2024. 7. Paper published named “Sustainable food consumption: An assessment of food quality and satisfaction of consumers as compared to conventional food in Punjab Region an Empirical Study” in ABDC B category Journal- Academy of Marketing Studies Journal in November 2023.
6. Paper published named “Determining Food Quality as an Important Aspect of Customers ” in ABDC B category Journal- Academy of Marketing Studies Journal in December 2023.
7. Paper published named “Influence of Digital Marketing (Social Media) on the Customer Perception of the Quick Service Restaurant Industry” in ABDC B category Journal- Academy of Marketing Studies Journal in December 2023.
8. Paper published named “Consumer Buying Perceptions Toward Over-the-Counter Antacids: An Exploratory Study” in ABDC B category Journal- Academy of Marketing Studies Journal in December 2023.

Book Chapter Publications:

1.Book chapter named “ Robotic Process Automation: Streamlining Operations Through Technological Efficiency” published in scopus indexed book Tech Driven Strategies-Leveraging Information Technology In business Management in the year 2025.
2. Book chapter named “ Rethinking Sustainability: Insights from Humanities for Business Ethics published in the book The Interdisciplinarity Nexus – Law, Humanities and Management

FDP, MDP, seminar, webinar and workshop

1. Attended webinar on Envisioning Atmanirbhar Bharat held on 5th April 2020 At IIHMR University Jaipur.
2.Webinar on Paradigm Shift to Education System: Impact of Basic and Applied Research-Dr. Abhishek Sharma, Director Research, MUJ held on 19th June 2020.
3.Attended National Workshop on Plagiarism, Research, Ethics and Patent(PREP 2020) held on 25-27th June 2020 conducted by Directorate of research at Manipal University Jaipur.
4.Webinar on Patents and Copyrights: An Overview and Practical Consideration conducted by Ansal University Gurgaon on 20th June 2020.
5.Attended seminar on Research and Publication Ethics at Manipal University Jaipur by Dr. SL Kothari, Director Research, Amity University
6. Participated in Faculty Development Program titled " Case writing and case teaching" held in August 2020 conducted by Globsyn Business School, Kolkata.
7.Participated in Online Management Development Program on Managing people-emerging issues and shifting work practices conducted by IIHMR University held in the month of September 2020.
8.Attended 16 days online workshop organized by Emarald publishing on writing impactful research in a duration of 3 months between May to July 2021.
9.Attended 3 days annual conference Pradanya 2021 on Digital Health , Sustainable Development and Well Being held on 3-5 February 2021 at IIHMR University Jaipur.
10. Attended webinar on Intellectual Property Creation, Management in Academic Innovation conducted by Ansal University which was held on 18th August 2021.
11. Attended webinar on Public Health Actions for Universal Health Coverage In Developing Countries held at IIHMR University on 20th February 2021.
12. Attended FDP on Plagiarism Awareness and Turnitin Products and Usage held at Manipal University Jaipur on 25th February 2021.
13. Attended webinar on "National Education Policy 2020-The Future Roadmap for Higher Education" held at Globsyn Business School on 9th September 2021.
14. Attended workshop on "Citation and reference Management using Mendeley" held on 24th September 2021 at Manipal University Jaipur.
15. Attended masterclass on "Commercialization of Research and Technology Entrepreneurship" held on 25th September 2021 at Manipal Academy of Higher Learning, Manipal.
16. Attended webinar on "Data Analytics for Strategic Management" held on 25th September 21 at Shiv Nadar University.
17. Attended webinar on "Sri Lanka's Acute Forex Crisis: What Solutions are Available?" held by Sabaragamuwa University of Sri Lanka in Association with Emerald Publish held on 29th September 2021.
18. Participated in webinar titled "Business Education Innovations in the VUCA World" conducted on 7th October 2021 held at Globsyn Business School.
19. Attended Conference on India-EU Higher Education Meet: Reimagining Border in Cross-border Education held on 7th and 8th October 2021 at Manipal Academy of Higher Learning.
20. Attended "Webinar on Preventing Suicides through Creating Evidence and Surveillance System" held on 6th October 2021 at IIHMR University, Jaipur.
21. Attended webinar by Amity University Rajasthan in association with ISTD Jaipur conducted by Dr Ramesh Arora on 6th October 2021.
22. Attended Expert lecture on" Patent Drafting and Gap Analysis" organized by Directorate of Research, MUJ conducted on 5th October 2021.
23. Attended webinar on 360-degree view on research management & academic journal publishing organized by Indian Council of Medical Research on 12th November 2021.
24. Attended workshop on How to Avoid Publishing in Predatory Journals on 1st April 2021 organized by Manipal University Jaipur.
25. Attended webinar on Planning your Research Strategy with Scopus and Scival at Manipal University Jaipur.
26. Attended IP Awareness Training Program under National Intellectual Property Awareness Mission Conducted by Innovation Cell.
27. Attended 6 days FDP on Research Methods: Econometrics using SPSS and EVIEWS at Vivekananda Global University.
28. Attended 3 days FDP on Understanding the New Criminal Laws for Legal Education conducted by Vikekananda Global University.
29. Attended 5 Days FDP on Outcome Based Education Organized by AIU-VGU-AADC organized at Vivekananda Global University.
30. Participated in 2 days workshop on The Craft of Case Writing organized by Faculty of Management Vivekananda Global University.

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