

Sparsh Agarwal [LinkedIn](#), +918340453473, sparshagarwal1805@gmail.com

Entrepreneurial, growth driven individual passionate about kick starting projects and creating program workflows. With four years experience to lead, empower, and engage with team sizes of 100+ members.

Strengths: Team player, critical thinking, complex problem solving, adaptable, empathetic and resilient

Skills: Leading teams, project management, organizational design, event management, public speaking, marketing, partnerships for growth and impact

ACADEMICS

<u>Institute</u>	<u>Board/University</u>	<u>Percentage/CGPA</u>
Loyola School, Jamshedpur	ISC 2019	84%
St. Xavier's University, Kolkata - B. Com Honors	St. Xaviers, Kolkata	8.2
XLRI, Jamshedpur - Innovation, Entrepreneurship and Venture Creation	XLRI Jamshedpur	9 (SGPA - I, II and III semester)

WORK EXPERIENCE

EvoPack ([evopack.in](#))

Founder Consultant

May 2021 - Present

- *Help* Set up the manufacturing of 100% recyclable Eco-friendly Press-wood Pallets
- Lead a variety of market research projects (including both primary and secondary research) for business development.
- Redesigned and implemented work breakdown structure across various portfolios roles.
- Develop and manage operations required for warehousing, inventory control, material movement, packaging and shipping of product to/ from distribution center.
- Proactively partnering and collaborating with businesses across different industries.
- Streamlined data and assessment techniques to support evidence based changes to services, products and customer experience.

Zewarkart([zewarkart.com](#))

Research Head

October 2022 - Present

- Conduct market research to identify potential partners and collaboration avenues.
- Cultivate, expand and grow strategic partnerships with current and potential partners.
- Identified missed opportunities for additional advertising to increase revenue.
- Developed de-briefs and observation documents for quality control and manufacturing processes.
- Designed detailed questionnaires and surveys, conducted business forecasts and developed marketing plans.

TATA AIA Jamshedpur

Life Insurance Agent

August 2020 - May 2021

- Received life insurance sales certification on the first test.
- Responsible for corporate and consumer sales and account management.
- Follow through with underwriting to be sure that client applications are being processed in an effective and timely manners.
- Highest Insurance amount of a quarter and provided insurance to 10+ clients.

Nanolife ([nanolife.in](#))

Distributor

October 2020- March 2021

- Generated new business regularly and systematically to propel growth
- Consulted with long term, new and prospective customers to understand needs and propose ideal solutions
- Promoted alcohol free sanitizers and sold them to manufacturers and distributors of assigned stores.
- Developed data-driven recommendations to generate greater value for partners and the product

FIBC Bags, Kolkata

Sales Representative

February 2021 - February 2022

- Identified potential markets and consumers and followed leads to market
- Sold more than 10,000 jumbo bags,
- Cultivated customer relations for Business to business sales

Red Cross Medical Shop*Partner**May 2020- Present*

- Life-member of Indian Red-Cross Society
- Increased Revenue by 20% in 6 months time.
- Designed project impact reports, branding assets, social media planning, content and campaign calendars.
- Organized blood donation camps.

Dainik Bhaskar Printing Press, Jamshedpur*Family Business**May 2020 - Present*

- Assisted with meeting planning, including determining meeting objectives
- Facilitated the day to day operations of the unit
- Lead a team of 4 associates and responded to crisis management.

E-commerce Vendor*May 2021- November 2021*

- Drop shipping of more than 10 different products.
- Conducted sales through various platforms such as Amazon, Flipkart and Meesho.

EXTRA-CURRICULAR ACTIVITIES**•Dracula, XLRI**

Organized Dracoween and a flagship event WEEKENDER-23

•Xavier's in Action, St. Xavier's

Organized book and clothing collection camps all over Kolkata during COVID for the underprivileged. Teaching underprivileged students in nearby villages

•Jyoti Club

Organized the Flagship event of LoyolaSchool AZIONARE for 2017 & 2018 consecutively

•Hindi Dramatics Club

Organized Debate competitions and plays & Acts on Hindi Stories

Certifications

- Business Analytics using Power Business Intelligence, XLRI *(November 2022)*
- Google Ads Display Certification *(November 2022)*
- InboundMarketing,HubSpot Academy *(November 2022)*
- Trade: Supply Chain, Logistics, Transportation, Import - Export, Udemy *(April 2021)*
- Crazypreneurship, The Hub *(February 2018)*