
AISHWARYA NALAWADE

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PROFESSIONAL SUMMARY

Dynamic and globally oriented Bachelor of Business Administration (BBA) student majoring in Marketing, currently pursuing studies at SP Jain School of Global Management in Sydney with international experience from its Dubai campus. Known for a proactive approach to learning and problem-solving, with a strong foundation in business communication, marketing strategy, and customer engagement. Demonstrates exceptional adaptability, emotional intelligence, and leadership qualities through hands-on internships, entrepreneurial initiatives, and volunteer work. Committed to leveraging academic knowledge and practical skills to contribute effectively in a collaborative and fast-paced business environment.

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EDUCATION

Bachelor of Business Administration: Expected in 04/2026

S P Jain School of Global Management - Lidcombe, NSW

- Major: Marketing
- Global Study Experience: Dubai Campus – Completed foundational business modules
- Key Coursework: Marketing Strategy, Emotional Intelligence, Organisational Behaviour, Business Communication

SKILLS

- Customer-Centric Approach
- Data Interpretation & Reporting
- Marketing
- Canva – Branding & Design
- Team Collaboration
- Work ethic
- Innovative
- Time management
- Active learning
- Organizational Skills
- Initiative & Problem-Solving
- MS Office Suite (Excel, Word, PowerPoint)

WORK HISTORY

CEO, 04/2021 - 01/2022

The Mysa – Mumbai

- Launched and operated a successful home-baking venture with a growing local customer base
- Developed social media content and branding using Canva, leading to a 30% increase in engagement
- Managed inventory, orders, and customer communications independently
- Developed leadership and sales skills.

Restaurant Hostess, (Casual Role) 05/2022 - 06/2022

Palates Restaurant – Thane, India

- Delivered excellent customer service in a high-pressure hospitality environment
- Developed interpersonal and conflict-resolution skills while managing guest experiences
- Gained teamwork and time management experience relevant to customer-facing roles

Business Analyst Intern, 04/2023 - 06/2023

Intech Online Private Limited – Thane, India

- Gained practical experience analysing service efficiency at a leading internet provider.
- Managed multiple tasks under tight deadlines, enhancing organisational and time management skills.
- Conducted market research and competitor analysis to support product strategy improvements.
- Created dashboards and reports to assist senior teams in identifying growth opportunities.
- Presented final insights to internal stakeholders, contributing to strategies aimed at improving customer retention.

Business Sales Intern, 07/2023 - 08/2023

Illusto – Andheri, India

- Identified B2B prospects and executed cold email outreach to generate leads.
- Participated in weekly sales strategy sessions, contributing ideas to improve engagement.
- Developed communication and negotiation skills through client interactions.

Retail Assistant (Part-Time), 08/2025 – Present

Liquorland – Wentworth Point, NSW

- Provide friendly and responsible customer service while ensuring compliance with RSA guidelines
- Assist in daily store operations including stock replenishment, inventory control, and visual merchandising

- Handle POS transactions efficiently and support promotional campaigns to enhance customer experience
- Strengthen communication and time-management skills in a fast-paced retail environment

LANGUAGES

English



Hindi



Marathi (Native)



CERTIFICATIONS

- A Google course on Foundations of Digital Marketing and E-commerce
- Certified part-time baking course at the Academy of Pastry & Culinary Arts, Mumbai
- Responsible Service of Alcohol (RSA) – SITHFAB021

VOLUNTEER WORK

- **Marketing Associate – Eco Youth Club, SP Jain**

Contributed to digital outreach campaigns for CSR-focused sustainability initiatives on campus.

- **Fundraising Associate – She Can Foundation & NayePankh Foundation**

Supported fundraising efforts for social impact programs focused on education, menstrual health, and food security.