

# Manjusha

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## Education

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### **Bachelor of Technology (B.Tech) – Aerospace Engineering**

*Amity University, Noida*

**2018 – 2022 | CGPA: 8.82 / 10**

### **Senior Secondary (Class XII), CBSE**

*Plato Public School, Delhi*

**Year of Passing: 2017 | Percentage: 90%**

### **Secondary (Class X), CBSE**

*Plato Public School, Delhi*

**Year of Passing: 2015 | CGPA: 9.6 / 10**

## Professional Experience

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### **Private Jet Charter Consultant**

*Air Charter Service, Gurugram, Haryana*

**February 2025 – July 2025**

- Specialized in arranging bespoke private jet charters for high-net-worth individuals (HNWI), corporate clients, and government representatives for business, leisure, and emergency missions.
- Managed the complete charter sales cycle – from client acquisition and lead generation to flight execution and post-charter service.
- Built and maintained strategic relationships with charter operators to ensure availability, aircraft suitability, and competitive pricing.
- Conducted outbound sales outreach via calls, emails, and meetings to convert prospects into long-term ACS clients.
- Curated and presented customized aircraft options, negotiating on pricing, comfort, and scheduling needs.
- Coordinated closely with operators, crew, and FBOs to ensure flawless flight execution, including flight-watching and on-ground support.
- Consistently exceeded monthly sales targets and activity KPIs while maintaining high service standards.
- Trained under a senior mentor to understand the technical, operational, and relationship-driven aspects of private aviation.

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### **Senior Manager – Business Development**

*Drone Destination, NSIC, Okhla, Delhi*

**January 2025 – February 2025**

- Led nationwide drone training and business development operations under India's first DGCA-authorized RPTO network.

- Closed B2B, B2C, and B2G deals for drone training programs, contributing to ₹70 lakh+ in average monthly revenue.
- Onboarded and managed partnerships with universities, state skill missions, forest departments, and PSUs across India.
- Coordinated and executed drone pilot training batches in 12+ cities, ensuring DGCA compliance and client satisfaction.
- Developed SOPs for instructor coordination, flight assessments, and standardized training delivery.
- Created sales decks, training proposals, and reporting formats for both internal and government stakeholders.
- Represented the organization in drone expos, policy panels, and educational engagement events.
- Mentored junior sales and training staff, improving process efficiency and service delivery.

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### **Manager – Business Development**

*Drone Destination, Panchsheel Enclave, Delhi*

#### **August 2023 – December 2024**

- Led business growth for India's largest DGCA-certified drone pilot training network across B2G, B2B, and academic verticals.
- Forged partnerships with 20+ colleges and government agencies, boosting training enrollments significantly.
- Managed the entire customer lifecycle—from lead generation and onboarding to certified program completion.
- Oversaw operations across all 10 RPTOs, handling scheduling, staffing, and DGCA compliance.
- Delivered online sessions on UAV-related topics, enhancing learner outcomes and retention.
- Implemented CRM tools and optimized sales funnels to boost conversion and operational transparency.
- Resolved client concerns efficiently, ensuring high satisfaction and repeat business.
- Aligned team schedules with forecasted demand and drove adherence to training quality benchmarks.

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### **Assistant Manager – Training**

*Drone Destination, Panchsheel Enclave, Delhi*

#### **August 2022 – September 2023**

- Coordinated and delivered UAV training for 600+ trainees across India, ensuring adherence to DGCA standards.
- Supervised a team of 10+ instructors, managing batch-wise operations across 10 RPTOs.
- Developed SOPs for drone flying assessments and classroom delivery to standardize training quality.
- Handled customer onboarding, training logistics, and certification processes end-to-end.
- Conducted online sessions and provided technical mentorship to improve trainee engagement.
- Improved service quality by resolving trainee concerns quickly and professionally.
- Collaborated cross-functionally to improve feedback cycles, customer experience, and operational efficiency.
- Maintained compliance, scheduling, and reporting for national training operations.

# Internships

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## Operations

*Drone Destination, Manesar, Haryana*

**May 2022 – August 2022**

- Supported development and delivery of drone operations and DGCA-certified training programs.
  - Assisted trainers with workshops, coordinated logistics, and managed training materials.
  - Conducted sales calls, scheduled trainings across multiple locations, and ensured smooth execution.
  - Gained hands-on drone experience and enhanced understanding of UAV industry standards.
  - Handled customer queries via phone, email, and in person, and proposed solutions to operational issues.
  - Maintained documentation, organized reports, and contributed to overall training efficiency.
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## Volunteer

*Jax Foundation, Sector 126, Noida, UP*

**January 2022 – June 2022**

- Contributed to community outreach programs supporting underprivileged groups.
  - Organized plantation drives and participated in blanket drives for slum areas.
  - Hosted interactive sessions with slum children, distributing art materials and engaging in activities.
  - Supported event coordination, stakeholder engagement, and awareness campaigns.
  - Assisted in program execution, educational content creation, and communication with service recipients.
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## Engineer Intern

*OrbitX India Aerospace*

**March 2022 – September 2022**

- Worked on the design, testing, and evaluation of drone systems.
  - Created a detailed report on drone applications in firefighting.
  - Supported engineering teams in improving drone performance and usability.
  - Participated in project tracking and documentation for technical teams.
  - Gained hands-on experience with drone operations and technical documentation.
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## Campus Hero

*Coding Blocks*

**March 2022 – October 2022**

- Supported live coding sessions, assisted learners, and solved real-time programming queries.
- Helped develop and test coding modules and resources for student training.
- Contributed to events and mentoring activities on campus.

- Improved programming and communication skills while working in an educational setup.
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### **Project Intern – Tethered Underwater Vehicle (TUV)**

*Indian Navy (Amity University, Noida)*

**February 2021 – August 2021**

- Designed and prototyped a tethered underwater vehicle with dexterous arms and 10m depth capacity.
  - Created 3D CAD models and tested in controlled aquatic environments.
  - Implemented control algorithms and supported performance testing.
  - Delivered project presentations and ensured compliance with design standards.
  - Gained exposure to underwater robotics and defense-focused engineering challenges.
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### **Intern – Flapping Wing UAV**

*Tata Technologies (Amity University, Noida)*

**May 2021 – July 2021**

- Conducted research and design for a biomimetic flapping wing UAV inspired by pigeons.
- Modeled wing dynamics, assisted in prototype development, and performed simulations.
- Differentiated between insect-inspired and bird-inspired UAVs through comparative research.
- Authored technical documentation and research papers on UAV aerodynamics and performance.
- Strengthened engineering knowledge in bio-inspired flight and UAV design.

## **Extracurricular Activities**

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### **Member, Aeromodelling Club – Amity University**

- Collaborated on the design, assembly, and testing of remote-controlled aircraft.
- Applied aerospace engineering principles to solve real-time technical challenges.
- Mentored junior members and supported technical workshops.

### **Sports Club – Amity University**

- **Hockey:** Represented the college team, demonstrating teamwork and strategic thinking.
- **Chess:** Competed in intra-college tournaments, enhancing problem-solving abilities.
- **Kho-Kho & Softball:** Participated in university-level competitions, fostering agility, collaboration, and sportsmanship.

## **Certifications**

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- **Small Remote Pilot Instructor – DGCA Certified (2024)**
- **Remote Pilot Certificate (Small Class) – DGCA, Sept 2022** | License No. PC092200000ST
- **GATE Qualified – 2022** | Score: 318

## Workshops & Technical Training

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- **CATIA V5 – CAD Modelling Workshop** (Amity University, Feb 2022)
- **Additive Manufacturing: 3D Printing** (AIT, Feb 2021 – Live Workshop)
- **Geoprocessing using Python – ISRO (IIRS)** (Jan–Feb 2021)
- **Optimization Expertise – Dassault Systems** (June 2020)

## Awards & Recognitions

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- **Amity University Scholarship** – Academic Excellence (2018)
- **Microsoft Digi Saksham Certificate** – Excel for Data Analysis (2021)
- **Machine Learning Quiz** – Amity Future Academy (May 2021)
- **IET Quarantine Quiz** – Certificate of Achievement (May 2020)
- **Sports Merit Certificate** – 1st Position in Skipping Rope (2019)
- **Softball Participation Certificate – Sangathan 2019**

## Academic Projects

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- **MATLAB Application** (May–July 2020): Solved linear aircraft structure systems.
- **Axial Flow Compressor Design** (Jan–Mar 2021): Theoretical design and calculations.
- **C-D Nozzle Design**: Designed a convergent-divergent nozzle based on input parameters.

## Languages Known

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- **English** – Fluent (Read, Write, Speak)
- **Hindi** – Fluent (Read, Write, Speak)
- **French** – Intermediate (Read, Write)