

# Saksham Dhanawat

Address: 656/10, Krishna colony, Gurgaon 122001, India • 9971266987 •  
sakshamdhanawat2021@gmail.com www.linkedin.com/in/saksham-dhanawat-6a16b9245

## PROFILE

Hello, I'm Saksham Dhanawat, a student, data analyst, and fitness enthusiast. I'm currently pursuing BBA from BVINR in New Delhi, and I'm passionate about staying fit through gym workouts. In the past, I completed a video editing course with Brightso and an expert Excel course with JP Morgan. I also honed my data analysis skills with Google. I bring to the table a blend of analytical prowess, creativity, and a dedication to staying physically and mentally fit. My current goals include excelling in my studies, leveraging my skills for impactful projects, and exploring collaboration opportunities.

Feel free to connect or reach out for any inquiries or collaborations.

## EDUCATION

2019-2020 **10<sup>TH</sup>** Gurgaon, India **Institute:** St. Michaels Sr. Sec. School

**Board / University:** CBSE

**% / CGPA:** 73.8%

2021-2022 **12<sup>TH</sup>** Gurgaon, India **Institute:** Dev Samaj Vidya Niketan Sr. Sec. School

**Board / University:** CBSE

**% / CGPA:** 91.25%

2022-2025 **Bachelor of Business Administration.** Delhi, India **Institute:** Bharati Vidyapeeth Institute of Management & Research

**Board / University:** Bharati Vidyapeeth Deemed University

**% / CGPA:** Ongoing

## Certifications

Name Issued by		Skills	Year
CREATOR EDITING PROGRAM	BRIGHTSO	Video Editing, Video Production, Video Post Production	2023
CONTENT PRO	BRIGHTSO	Scripting Creative writing Content management	2023
Agile Job Simulation	JP Morgan Chase & Co.	Backlog refinement Daily standups User stories	2023
Excel skills job simulation	JP Morgan Chase & Co.	Conditional formatting Data visualization Data driven storytelling	2023
Master AI Prompting	BRIGHTSO	Problem-solving Research skills Decision-making	2024
Digital Marketing 101	Udemy	Search Engine	2024

		Optimization Social Media Marketing Email Marketing	
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**Experience**

**BRIGHTSO** Delhi, India

Dec 2023-Apr 2024 **TEAM MANAGER**

Team leader at BRIGHTSO, where my job is to support, inspire, and connect people. It goes beyond simply monitoring attendance and assignments. With Zoom calls, we are a close knit community travelling, not just a team. (VOLUNTEER)

**BITSCALE** Gurugram, Haryana, India

June 2024 - July 2025 **GTM ENGINEER (INTERN)**

As a GTM Engineer intern, I owned go-to-market strategy, market research, and competitive analysis. Built early outbound systems, ran experiments across email and LinkedIn, and helped shape the playbook the team still uses today. Hands-on with Bitscale, Instantly.ai, HeyReach.io, and Claude for AI-personalised outreach.

July 2025 - Present **Founding Growth Manager**

Leading Bitscale’s end-to-end outbound and growth motion. I own ICP sourcing, signal-based targeting, AI-personalised email and LinkedIn, plus the systems that hold it together. Recent wins: \$104K in pipeline from a single anti-OOO December campaign (4.3K sends, 26 qualified opps via Instantly.ai and HeyReach.io); 63% reply rate from exact-ICP outreach using Slack-mined conversations with Claude; 51.9% positive reply rate using live LinkedIn engagement signals; 100% positive reply rate on a Claude-prompt-driven sequence (86 sequences, 11 opps, \$44K). Run ~45 calls a week. Ship campaigns the team uses as templates.

**OTHER**

- Languages: English, Hindi
- Skills: Data and business analysis, Content management ,
- Technical Skills: Excel, Video Editing , photo editing, AI and prompting, Canva, Microsoft Office
- Interests/Hobbies: Reading, content writing, photography, art, music

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**I hereby declare that the above given information is true and to the best of my knowledge.**