



NIRANJANA NARAYANAN

Policy stream: International Development

Contact: niranjana.narayan@gmail.com

Nationality: Indian

Education:

6/2009 – 5/2012

Siri Ram College of Commerce, University of
Delhi, India
BCom (Hons)

6/2012 – 3/2014

Indian Institute of Management, Kozhikode
MBA

Languages:

English – Fluent

Hindi – Fluent

Tamil – Native speaker

IT Skills:

Microsoft Office – Advanced

Stata – Intermediate

Key academic interests:

Development Economics
Management
Econometrics
Political Science

Key extra-curricular interests:

Indian classical music and dance
Debate
Theatre
Tennis

Work Experience

06/2015 – 09/2015

Centre for Micro Finance, IFMR LEAD
Summer Research Intern
Chennai

- Analysed and managed field work of a Randomized Control Trial studying the impact of financial literacy tools on the behaviour of 300 female micro-entrepreneurs in Lucknow.
- Analysed data from 4000 households in Bihar to determine the differences in poverty, employment, gender perception trends disaggregated by age and gender.

04/2013 – 06/2013

ITC Ltd (Indian FMCG conglomerate)
Intern, Sales and Marketing

- Competition benchmarking and industry analysis for premium skin care in the Cosmetic Distribution Channel.
- Devised an entry strategy for premium skin care - pricing, margin structure and terms of trade.
- Proposed a system for outlet segmentation and devised an in store merchandising and activation strategy.
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