



Date: 21-10-2025

Back to Inspire Alumni – Student Interaction Report

Title of the Event : From Student to Sales Specialist: Interview and Career Guidance Session

Date of Event: 21-10-2025

Students: 2nd MBA 3rd semester students

Co-Ordinators': Mr.B.Koushik

Speaker: Ms. M. Naga Siva Pavana, Sales Specialist, Swiggy, Tirupati

Report

As part of the Back to Inspire initiative, the School of Management in collaboration with the Alumni Association organized an Alumni–Student Interaction session titled "From Student to Sales Specialist: Interview and Career Guidance Session" on 21st October 2025 at the MBA Smart Room. The session was delivered by Ms. M. Naga Siva Pavana, an alumna of Annamacharya University and currently a Sales Specialist at Swiggy, Tirupati.

The objective of the program was to bridge the gap between academic learning and professional realities by providing students with practical insights into the transition from campus to corporate life. Ms. Pavana shared her journey from being an MBA student to successfully establishing herself in the competitive sales domain. She explained how strong communication skills, adaptability, and perseverance are crucial in achieving professional success.

Students interacted enthusiastically, asking questions about job readiness, the recruitment process at Swiggy, and the skills required for sales and marketing careers. The session served as a motivational and informative platform that encouraged students to build confidence and prepare strategically for their professional journeys.

Key Learnings

1. Insights into the corporate transition from campus to workplace.
2. Understanding the skills required for sales and client engagement.
3. Techniques for effective interview preparation and professional presentation.
4. The importance of communication, adaptability, and perseverance in achieving success.
5. Awareness of digital sales tools and their role in modern business environments.
6. The significance of networking, personal branding, and continuous learning.
7. The role of attitude and work ethics in building a sustainable career.



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School of Management



Conclusion

The Alumni–Student Interaction on "From Student to Sales Specialist: Interview and Career Guidance Session" by Ms. M. Naga Siva Pavana was highly inspiring and insightful. It provided MBA students with valuable knowledge on career development, interview readiness, and real-world sales practices. The session served as an excellent platform for students to connect with alumni who have excelled in their professional paths. Such initiatives not only inspire current students but also strengthen the bond between alumni and the institution, fostering a culture of mentorship and shared growth.

Images:



Fig 1: Alumni interacting with students



Fig 2: Students attending Alumni Interaction