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**NGEN Research Pvt Ltd., Mumbai**  **Intern: Financial Research and Business Development**

* Interacted with Independent Financial Advisors to brief them about Wealthtech Product-NGEN Markets.
* Lead Generation of 8 Independent Financial Advisors (IFAs) worth of Rs. 3 Lacs.
* Handled and Converted Development Bank of Singapore Limited (DBS) as our Enterprise Client.

**SUMMER INTERNSHIP May-Jul’20**

* FinTech & Transformation in Financial Services - Coursera,2020.
* Bloomberg Market Concepts - 2020.
* Python & Statistics for Financial Analysis-Coursera,2020.
* Tableau from Udemy,2019

**CERTIFICATIONS**

* **1st Runner up** in National Case study Competition - “MarQwitty” conducted by **MDI Gurgaon,2020**
* **1st Runner up** in National Marketing Competition - “Ishtihaara 4.0” conducted by **IIM Amritsar,2020**
* **1st Runner up** in ‘Inter-College Chess Tournament’ organized by UTD sports Association, DAVV, Indore 2018
* Awarded medals in **‘Athletics Events’**, 2013-16

**ACHIEVEMENTS**

**HDFC Life Insurance Company Ltd., Mumbai**

**Dept - Data Labs**

**Manager Aug’22-Present**

**Management Trainee Aug’21-Jul’22**

**Analytics:**

* Application of **SQL, Python** and MS Office to analyze and present insights through reports, dashboards and presentations
* Driving **Sales Analytics** by devloping models specific to sales channels and sharing high-propensity target customers with product recommendations to increase cross-sell ratio
* Tracking the efficacy of predictive models deployed at different sales channel on monthly basis
* Prepared 12+ **monthly business reviews** (shown to executives) which involved collating updates on all live projects deployed at various departments, conceptualising story line, understanding process and relevant cordination

**Project Management:**

* Spearheaded a critical project aimed to **mitigate fraud risk cases** by integrating IIB (Insurance Information Bureau of India) quest outputs with internal systems, this involved – E2E stakeholder management, data/system understanding, API integration process, testing and deployment
* Application Management- master data updation, incorporating Change Requests, bug fixing and RCA of issues reported by users on exisitng web application

**WORK EXPERIENCE Aug’21-Present**

**PERSONAL INFORMATION**

**DOB:** 22nd October, 1998 8871156790anshika.jain1022@gmail.com

**LinkedIn:**

[www.linkedin.com/in/](http://www.linkedin.com/in/)[anshika1022](http://www.linkedin.com/in/anshika1022)

**ADDRESS:** 16/1 Sushma Apartment, Race Course Road, Indore (M.P) 452003

**ACADEMIC PROFILE**

**2021** **8.5/10**

PGDM

(Research and Business Analytics) We School,

Mumbai

**2019 8.7/10**

BBA, Institute of

Management Studies,

D.A.V.V, Indore

**2016 92.80 %**

**HSC** South Indian Cultural

Association (S.I.C.A)

**2014 87.40%**

**SSC** South Indian Cultural

Association (S.I.C.A),

Indore

**SKILLS**

• SQL, Python (Prog. language)

• Tableau

• API Testing

• MS Excel (Advanced)

• Stakeholder management

**LANGUAGES**

English, Hindi

**INTERESTS**

Travelling, Art work, Playing Chess, Volunteering

**Anshika Jain**