

Pousali Mondal

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Profile Summary

A motivated MBA graduate specializing in marketing, finance, and strategy, equipped with strong analytical skills and a keen understanding of business dynamics. Eager to apply academic knowledge to real-world challenges by developing data-driven marketing strategies, financial analysis, and strategic planning to support business growth and innovation.

Work Experience

ICICI Bank | Manager 1 | Wealth Management (May 2024 – Present)

- Interpreted data of **400+** HNI clients, provided strategic advice, financial solutions enhancing wealth management, and **portfolio advisory** services.
- Managed stakeholder relationships, achieving a **20%** increase in client onboarding for asset classes.
- Built out dashboards and business insights, supporting effective decision-making and client advisory.
- Communicated business requirements with different risk parameters leveraging analytics to drive actionable results and support management.

Internships

Q7 Trading Solutions | Market Research | Intern (June 2023 – July 2023)

- Conducted a comprehensive market analysis to identify untapped opportunities in the emerging algo-trading market.
- Developed targeted marketing campaigns that increased sales by 10% over the next six months.
- Created dashboards** and **offered actionable insights** via **data visualization** on customer experience, boosting client engagement and satisfaction through business insights and support management.

Suvidha Foundation | Human Resource | Intern (April 2023 – June 2023)

- Optimized search engine operation on hiring forums and social media platforms suitable for particular job types. Screened resumes for potential candidates and shortlist the most suitable ones.
- Updated the company's website with information about new employees and omitted irrelevant data.
- Hosted different webinars and boot camps to help people strengthen their minds toward education.

Education

Course	University/College	Percentage	Year
MBA (Marketing and Finance)	Indian Institute of Management Amritsar	71.08	2024
BCA (Computer Applications)	Asansol Engineering College (MAKAUT)	86.20	2022

Position of Responsibility (Sep 2022 –April 2024)

Analytics and Business Computing Club | Senior Coordinator | IIM Amritsar

- Executed strategy, content, and regular postings across all social media platforms of the club
- Coordinated with other student committees and clubs to ensure the smooth functioning of various events
- Conducted events like “Vyakrit”(analytics conclave), “Aarunya”(cultural fest) for 300+ students and selected the theme for the same.

Skills

Advanced Excel
Power BI

Communication
Agile methodology

Tableau
Data Analysis

Teamwork
Market Research

Certifications-

- “Career Essentials in Business Analysis by Microsoft and LinkedIn”
- “International Institute of Business Analysis-a complete guide to product management”
- “Atlassian Agile Project Management Professional Certificate”
- “Excel-From beginner to advance (by Udemy)”