

GIRISH H SRIVASTAV

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To work in the most challenging position with an organization that provides ample opportunities to learn and to contribute.

Professional Summary

- PGDM Finance from Asian Institute of Communication and Research.
- Working Credit Analysis and Research LTD as Executive Business Development for 23 months.
- Worked for CRISIL Limited as Marketing Associates for 3 Years.
- Worked with HDFC Life as Sales Manager for 1 year.

Scholastics Credentials

Academics

| Qualification | College / Institution | Percentage | Year of Completion |
|----------------------|--|-------------------|---------------------------|
| PGDM (Finance) | AICAR Business School, Neral | 1st | 2007 - 09 |
| B.M. S. | Ramniranjan Jhunjhunwala College Of Arts, Science & Commerce | 1st | 2007 |
| HSC(Mumbai Board) | Model College | 1st | 2003 |
| SSC (Mumbai Board) | Model English High School | 2 nd | 2001 |

Areas of Expertise

Team Management

- Motivating teams to surpass their previous performance standards.
- Coordinating & helping team to achieve the targets.

Planning & Implementation

- Planning and executing Marketing Activity .
- Arranging seminars for Bank.

Setting Targets & Achievements

- Leading and monitoring the performance of team members to ensure efficiency in sales operations and meeting of individual and group targets.

Organisational Experience

Since 14th Feb 2013 to Till date for CREDIT ANALYSIS AND RESEARCH LIMITED as Executive - Business Development for Rating Department.

Areas of Work

- Meeting and Interacting with Mid Corporate Group and Large Corporate groups.
- Participating in various tenders of MMRDA and Urban Local Bodies across Maharashtra for Credit Rating.
- Giving detail product presentation to prospective clients about rating services.
- Generation of Leads through various sources like Bankers, Financial advisors
- Planning strategies to achieve targets, generating revenue from new business.
- Maintaining client relationship pre sale and post sale.
- Daily updating on client follow-ups and feedback.

Since 01st May10 to 31st January 2013 for CRISIL Limited. as Marketing Associate for Bank Loan Rating Department.

Areas of Work

- Meeting and Interacting with Mid Corporate Group having bank facility of 5 Cr. And above.
- Giving detail product presentation to prospective client of Bank Loan Rating (Basel II).
- Planning strategies to achieve targets, generating revenue from new business.
- Maintaining client relationship pre- sale and post sale.
- Daily updating on client follow-ups and feedback.
- Generating leads through various sources.
- Maintaining pre-sale sheet of all client.

Since 1ST june09- 31st March 10 with HDFC standard life insurance as Sales Manager

Areas of Work

- Recruitment of financial advisors
- Training Financial advisors for IRDA Exam
- Motivating Team of financial advisors
- Handling a team of financial advisors
- Generating lead from financial advisors
- Ensuring the targets to be achieved

- Doing business on own references and from database generated
- Analyzing the data

Since 1st Jan 09 –May 09 with Future Capital Financial Services Mumbai Future Money (Life Insurance & General Insurance) Relationship Manager.

Areas of Work

- Handling team of 2 Junior Relationship Officers
- Creating the sales pitch and training the team
- Coordinating with distribution back-office
- Coordinating with the concerned person at the client side
- Ensuring the targets to be achieved
- Ensuring that data are entered the same day
- Analyzing the data
- Creating proper reports at the end of every month
- Recommending to client on the basis of the analysis

IT Credentials

- MS- Office
- Retail Enterprise Management (REM)

Personal Details

Date of Birth: 16th April 1986

Languages Known: English, Hindi and Marathi.

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