**SREETOMA GOPEs**

* : sreetoma88@gmail.com ; : + 91 – 7301492764

C:\Users\vikrant.saxena\Desktop\home.png: Holding No. 146, Zone No. 1, Birsanagar, Jamshedpur-831004, Jharkhand

**JOB OBJECTIVE**

Seeking assignments in the domain of Sales and Marketing.

PROFILE SUMMARY

An energetic and budding marketing professional offering 28 months of experience in Sales. PGPM in Marketing from ICFAI Business School, Gurgaon with 6.46 CGPA in 2012. Successfully completed internship at KOTAK Asset Management Company Limited as Marketing Trainee & have flexible, learning and detail oriented attitude.

Possesses good knowledge of marketing and sales operations for achieving increased growth & profitability. Endowed with a passion for winning as evinced via. demonstrated excellence in the academic & extracurricular areas. An effective communicator with excellent interpersonal & relationship building skills.

**WORK EXPERIENCE**

Apr’14 to Sept’14: Aim High India Consulting., Bangalore as PR Executive

Key Result Areas:

* To effectively manage and administer the relation with client and Media.
* To deliver media/PR strategies, advice and tactical services to the client.
* To proactively identify opportunities and promote client’s voice in the media landscape

May’13 to Dec’13: IDEAL Insurance Brokers Pvt. Ltd., MUMBAI as Assistant Manager - Corporate sales

Key Result Areas:

* Acquire corporate clients.
* Understanding their need of insurance, analysing their insurance portfolio and presenting insurance products with suitable coverage’s while achieving the sales target.
* Relationship building with clients and Insurance Companies.
* Client servicing and channelizing claim settlement.

Apr’12 to Apr’13: TATA AIG General Insurance Co. Ltd., KOLKATA as Channel Development Manager

Key Result Areas:

* Recruit and train agents for insurance sales calls.
* Achieving Monthly Budgets
* Provide services to Agents and Customers.

**SUMMER INTERNSHIP**

Organisation: Kotak Asset Management Co. Ltd., Jamshedpur (Part of PGPM curriculum)

Duration: 17 weeks

Designation: Marketing Trainee

Description: The main aim of this internship was to:

* Know the marketing potential of Kotak AMC as compared to its major competitors in the market
* Understand various key components of Mutual Funds industry and customer mindset

Highlights: Successfully:

* Gained the knowledge about the Mutual Funds
* Studied the investors and their interest
* Discovered that the opportunities were grabbed by studying the changes in the financial and economic scenario of the country

**EDUCATION**

2012 PGPM in Marketing from ICFAI Business School, Gurgaon; secured 6.46 CGPA

2009 Bachelors in Biotechnology from Acharya Institute of Management Studies, Bangalore; 76.5%

2006 12th in Science Stream from Hill Top School, Jamshedpur, ICSE Board; 72.6%

2004 10th from Valley View School, Jamshedpur, CBSE Board in 2004; 77.6%

Other Credentials: Diploma in Fine Arts from Tagore School of Arts in the year 2005

**EXTRAMURAL ENGAGEMENTS & OTHER ACCOLADES**

* Holds the merit of winning 3rd prize in Slogan & Painting Competition arranged by SAFE (Safety Awarenes for Everyone ) Jamshedpur in 2003
* Actively took part as the Goal-Keeper of the winning team in Inter School Girls Football Championship 2003 organised by JOGA (Jamshedpur Old Girl’s Association)
* Accredited for winning 2nd position in inter-school Rangoli Competition organised by GET Club and TELCO Club in 2002
* Holds a bachelor degree in Fine Arts from Tagore Society.

**IT SKILLS**

* Well versed with:
* MS Office
* Windows XP, 98/ME, Vista
* Internet Applications

**PERSONAL DETAILS**

Date of Birth : 22nd April’1988

Languages Known : English, Hindi & Bengali