**Pankaj Gurung **

Srimanta Nagar, H.N- 48, Puberun Path, Baghorbori, Guwahati - 781037

Contact No.: +918486030767

Email: gurung.pankaj19@gmail.com

***Educational Qualification:***

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Examination passed** | **Name of School/College** | **Year of passing** | **Board/University** | **Division** | **Specialization / Stream if any** |
| MBA | Royal School of Business, Betkuchi, Guwahati (Assam) | 2011 | Gauhati University | CGPA 5.71 | Marketing |
| B.B.A | North Eastern Regional Institute of Management | 2009 | Dibrugarh University | 60.4% | Finance |
| 10+2 | Gauhati Commerce College | 2006 | ASHEC | 55.4% | Commerce |
| 10 | Silver Oak High School | 2004 | SEBA | 62.5% |  |

***CAREER OBJECTIVE :***

To work in an organization where i will be able to contribute towards the organization’s growth and profitability with my skills and in turn get an opportunity for growth and self learning that would help me to build my career.

***WORK EXPERIENCE:***

* **Currently working at axis bank as Asst. Manager Operations for the last 3 yrs 8months. (sep 2011 to till date)**

***PROJECTS HANDLED:***

* **4 months internship at MAX NEW YORK LIFE.** 
  + **Responsible for building up a team of certified agents and sourcing business through them.**
  + **Responsible for monitoring and ensuring that the team meets all targets specified.**
  + **Meeting of all statutory requirements and certification for self and agents.**
  + **Achieved the allocated quarterly targets through a team of 7 agents.**
* **2 months internship at TATA Teleservices.**
  + **Topic of the internship – “Reasons for churn of customers“.**
  + **Understanding consumer behavior and analysis of the reasons behind customer churning.**
  + **Preparing an analysis on the standing of the product portfolio of TATA Teleservices vis-à-vis the industry based upon the reasons behind customer churn.**
  + **Value added to the report through an in-house analysis of the problem areas identified by the customers in the churn list in terms of tower coverage, customer concentration per tower, service issues etc.**
* **Organized a voluntary blood donation camp.**

***KEY SKILLS:***

* **Expert knowledge of Balance Sheet, P&L statement analysis as part of the BBA/MBA curriculum.**
* **Key Marketing skills developed through course study as well as a practical exposure to sales as part of MAX NEW YORK LIFE & TATA Teleservices.**
* **Diploma in computer application.**

***TRAININGS / CERTIFICATIONS*** *:*

* **Investment agent in SAHARA**

***PERSONAL DETAILS:***

* Father’s Name : Pritam Singh Gurung
* Date of Birth : 18.08.1988
* Marital Status : Single
* Gender : Male

***OTHER DETAILS:***

* Languages known : Hindi, English, Assamese, Nepali, Bengali.
* Strength : Multitasker, hard working, adaptability.
* Hobbies/Interests : Playing cricket (played national level U-14 and U-15 cricket).

***Reference:***

*Devaroon Sabhapandit*

*RM (SME)*

*Standard Chartered Bank*

*Guwahati .*

*Ph . 9957574100 .*

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***DECLARATION***

I do hereby declare that, all the information furnished above is true to the best of my knowledge.

**Date :**

**Place: Guwahati (PANKAJ GURUNG)**