Curriculum Vitae

**SUYOG KULKARNI**

DATE OF BIRTH: 06-07-1991

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**OBJECTIVE**

To secure a competent position in the organization from where I can contribute with my skills through constant endeavour and dedication for mutual benefit resulting in a healthy long term relationship with the firm stimulating further growth, learning and exposure.

**SCHOLASTIC RECORD**

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| --- | --- | --- | --- |
| MBA in International Business | Padmashree Dr.D.Y.Patil University,Navi Mumbai | 2014 | 69.50% |
| B.M.S | K.V.Pendharkar College , Mumbai University | 2012 | 62.33% |
| H.S.C (SSC) | Model College, Mumbai University | 2009 | 59% |
| SSC | SVVM School, Mumbai University | 2007 | 70.30% |

**WORK EXPERIENCE / INTERNSHIPS**

|  |  |  |
| --- | --- | --- |
| **Work experience** |  | |
| **Name Of Organization** ING VYSYA BANK  **Duration**  JUL 2014 till date  **Designation** Business Development Executive  **Responsibility**     * Provide professional advice on financial products to our customers. * Develop customer base and maintain existing customer relationships. * Conduct regular review and analysis on customers’ portfolios. * Deliver sales and revenue targets. * Roles and Responsibilities include generating leads and acquire new customers (Current Account and Saving Account) and meet targets. * To find prospect and meet potential customers. * Professional in Cheque Clearing,Auditing,RTGS/NEFT,EDD * Understand the Need of the customer and explain the products and features. * Complete the CIF, A/C opening application forms and obtain all relevant documents to facilitate KYC Norms. * Ensure necessary verification about bonafides of customer. Viz., verification with original documents | | |
| **SUMMER INTERNSHIP** |  | |
| **Name Of Organization** Wealth Tree Advisors Private Ltd  **Role** Management Trainee  **Project Title** Study On Manufacturing Companies Abroad **Responsibilities** Creation of database | |

**ACADEMIC ACHIEVEMENTS**

Won ‘Best Performer’ award three times in West Mumbai Banking,

Won Ist Prize in Short Film Festival,

Organised 6th International Business Conference,

Member of OASIS,

Member of MCC.

**Projects**

Graduation (BMS)

* 24/7 Marketing (War Between News Channels)
* Human Resource Management

MBA (IB)

* Green Shoe Option
* Merger & Acquisition with reference to Disney

**POSITION OF RESPONSIBILITY**

|  |  |
| --- | --- |
| MASTERS | Member of placement cell  Member of Entrepreneurship cell  Course coordinator |
| BACHELORS | Class coordinator for two years  Active participation in organizing cultural events like debate, fresher, fests and placements |
| CLASS XII AND X | Class Representative  Discipline Committee member for three years |
| CO CURRICULAR ACTIVITIES | Played for MCA (Mumbai Cricket Academy)  Participated in debates, elocution in school and college  Participated and won certificates in various painting and Drama competition  Participated and won certificates in various painting and other competition |
| CERTIFICATES | Tally  MSCIT  Short Film Making |

**INTERESTS**

* Playing Cricket
* Travelling and exploring to new places
* Listening to music

**LANGUAGE KNOWNNOWN**

* English
* Hindi
* Marathi
* French (beginner)

**Declaration:**

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

SUYOG SHRIKANT KULKARNI