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|  | **Shirodkar Tanvi Vinod**  **B.C.A.**  **PGPM/MBA – Marketing** | | | | | | |
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| **Academic Qualifications** | | | | | | | |
| **Exam / Degree** | | **Board / University** | | **Year** | **Performance** | | **Grade/Equivalent** |
| **PGPM** | | Adarsha Institute of Management | | 2012 | FIRST CLASS | | 70% |
| **B.C.A.** | | Goa University | | 2010 | FIRST CLASS | | 84% |
| **HSSC** | | Goa Board | | 2007 | FIRST CLASS | | 70% |
| **SSC** | | Goa Board | | 2005 | FIRST CLASS | | 63% |



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| **Working Experience** | |
|  | * **Date:** June2014-Dec 2014   **Company Name:** The Madgaum Urban Co­-operative Bank Ltd  **Designation:** Trainee-Clerk   * **Date:** Nov 2012 – Apr 2014   **Company Name:** HDFC Bank  **Designation:** Personal Banker(Welcome Desk)   * To be the first point contact with the customer in the branch. * Provide customer service and product information, Locker custodian * Balance Enquiries for walk-in customers * Brief transaction query * Balance Confirmation Certificates * Cross sell of direct banking channels to walk-in customers to deepen relationships * Account Opening – Current account & Saving account/FD * Customer acquisition through sales to walk in customers, referrals from walk-ins for Current account & Saving account * Cross-Sell all products & services * Generation of referrals from internal database * Stop payment |

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| **Industry Internships** | |  |
| **Project**  **Learning** | 1. **Market Research and Business Development at IKSC KNOWLEDGE BRIDGE PVT LTD**   **( 2 Months)**   1. **ZOHO CRM**  * Updating The Customer Database (Zoho CRM)  1. **Personnel selling**  * Tele calling- 10 clients * Registration of Walk-in candidates for 3 days seminar  1. **Telemarketing**  * Called 30 clients * Follow up calls and fixing dates for interview  1. **Other Tasks**  * Visited 3 engineering colleges in Pune to distribute IKSC broachers * Created Poster Advertisements * Developed a questionnaire to study market potential of Dassalt Systems  1. **On the job training in Damodar College of Commerce and Economics (1 month)**  * Administrative work |  |

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| **Academic Qualifications** | |
| **Academic Certification** | * On-the-job training in Damodar College of Commerce and Economics in summer vacations 2007. * Interschool Academic certificates * All INDIA I.T. quiz organised by All INDIA Society for Electronics and Computer technology(AISECT) in the year 2008 and 2009 * ICIT INFOTECH PVT LTD MUMBAI in project based learning, 2003-2004. |

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| **Academic Projects** | |
| **Projects** | |  | | --- | | * Created Paid **Matrimonial website for Cancona Saraswat Samaj** * Assessing of **Wyeth Pharmaceuticals Performance Appraisal** of employees * **Product Failure (Kellogg’s Failure In India-1994)** * Assignment on **Complete marketing planning and communication strategy of Audio systems in 2003** * **Market research KRCL** passengers (customer perception). * Comparative Study of working of private and national banks. * Organizational behavior project on Royal Goan Beach Club (Margao) and Altisource call center (Verna) | |

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| **Extracurricular Activities** | |
| **Activities** | * Active participant in basket ball and Kho-Kho in interschool competitions * Was an NSS member in college * Participated in all Goa-Mando dance competition |
| **Hobbies / Interests** | * Travelling, Surfing Net, Cooking. * Playing Badminton, Like To Listen To Music, Interacting With People. |

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| **Personal Information** | |
| **Fathers name**  **Languages** | * Vinod Damu Shirodkar **Mothers Name**: Nisha Vinod Shirodkar * English, Hindi, Konkani, Marathi. |
| **Date of Birth** | * 22nd September 1989 |
| **Phone** | * **Mobile 1: +91-9823748515 Mobile 2: 9158080794 Landline 1: 0832-306099** |
| **E-mail** | * tanvishirodkar@ymail.com/sweetanvi.22@gmail.com |
| **Address** | * HNO. 242, Modern Restaurant, Near Old Fish Market, Margao-Goa. 403601 |