**Dipika Agarwal**

Female | E-Mail: dipikaagarwal29@gmail.com | Mobile: +91-9831381381

**Work Experience**



**ICICI Bank Limited 01/06/2015 - Present**

**Assistant Manager - Wealth Management Division**

* Handling HNI (High Net Worth Individual) accounts and serving as a single point contact between the bank and the customer
* Providing clients with information regarding insurance plans, loans, savings accounts and current account facilities offered by the bank
* Handling the business development activities and chalking out business plans which will retain customers New customer acquisition
* Ensuring that the bank complies with key regulations and requirements formulated by the central government

**Titan Company Limited 05/04/2014 - 04/06/2014**

**Summer Intern**

* Undertaking a study on the control and process mechanisms followed in a Tanishq retail store Observing the purchase behavior patterns of customers during the festive season
* Undertaking a back end audit of the store in accordance with the norms specified by Tanishq

**Education**



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| --- | --- |
| **Post Graduate Program in Business Management** | **2013 - 2015** |
| Praxis Business School, Kolkata |  |
| Specialized in Marketing Management |  |
| Concentration - Retail Management |  |
| **Bachelor of Commerce (Hons.)** | **2010 - 2013** |
| The Bhawanipur Education Society College, University of Calcutta | |
| **ISC (Higher Secondary Course)** | **2009 - 2010** |
| Auxilium Convent School |  |

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| **ICSE (10th Standard)** | **2007 - 2008** |

Auxilium Convent School

**Key Skills**



* Good communication and presentation skills
* Knowledge and ability to work in MS Office and Tally
* Ability to provide market research insights which can influence business decisions
* Conversant in English, Hindi and Bengali

**Projects**



* Prepared a Brand Dossier on the Clinic Plus Shampoo Brand as a part of the Marketing Management course in the first semester
* Conducted a market research based project on the skin cream industry and the brand Vaseline Framed a business plan for a gaming parlor as a part of the Retail Management course
* Undertook a project on the Corporate Social Responsibility activities adopted by corporates as a part of the Undergraduate course

**Achievements**



* Among the top revenue earning Relationship Managers in the new joinee category

**Extra Curricular Activities**

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| --- | --- | --- | --- |
| **Institution** | **Position** | **Activity Details** | **Contribution** |
| Praxis Business School | Participant | Acted in a skit in Rang Manch | Secured 2nd position in the event |
| Praxis Business School | BOSS!!!! Member (convenience store at Praxis) | Procurement, Storing, Selling of goods and keeping records | Active member and responsible for selling and maintaining records |
| Praxis Business School | House Captain | In charge of all the house activities (cultural and sports) | Ensured proper functioning of the house |