**RADHIKA PATIL**

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**Professional Snapshot**

* Solutions focused, Meticulous and result oriented **Post Graduation Program in Management (Finance)** professional offering **4.5 years** of successful career distinguished by commended performance and proven results
* Keen planner and strategist with skills in identifying client / business process needs, conceptualizing business solutions & strategies for achieving corporate goals and establishing practices to deliver innovative solutions to business problems
  + - **Corporate Finance**
    - **Market Research**
    - **Investment Banking**
    - **Strategic Finance Management**
    - **Sales Management**
    - **Performance Management**
    - **Planning & Analysis**
    - **Operations Management**
    - **Relationship Management**
* Expertise in performing market research and providing insights to inform market trends; Efficient at monitoring latest market trends and tracking competitor’s activities and providing valuable inputs for fine tuning marketing strategies
* Adept at working in high pressure environments with strict deadlines and multiple deliverables to implement best practices that consistently deliver outstanding results
* Excellent interpersonal, communication and organizational skills with proven abilities in team management and planning

**Employment Chronicle**

**Management Trainee, Hexagon Advisory Limited, Dubai, UAE (Mar ‘13 – May ‘13)**

**Key Deliverables:**

* Key role in analyzing the incorporation and operations of UAE Offshore and Free Zone companies
* Recommending effective strategies in the areas of process improvement with respect to incorporation & global bank account openings
* Prepared comparative chart of different Offshore & UAE Free Zone companies
* Prepared the list of Potential client, intermediaries and attended meetings in with the Relationship Managers and Sales officers
* Sent standard proposals on behalf of the Relationship Managers and Sales officers

**Significant Highlights:**

* Secured good grade (A)
* Received special appreciations from the MD of the company
* Most of the recommendations were implemented.

**Lecturer, Sri Revana Siddeshwara Institute of Technology, Bangalore (Aug ‘07 – Jan ‘10)**

**Key Deliverables:**

* Teaching engineering subjects such as Java/J2EE, Object Oriented Programming Language & Operating System
* Played a key role as Project Guide for the final year of engineering students
* Trained Junior Lecturers

**Significant Highlights:**

* Successfully brought 100% results for two times
* Received special recognitions from Principal

**Sales Representative, Keshav Motors, Bidar, Karnataka (Aug ‘05 – Jul ‘07)**

* Involved in Sales & Marketing of commercial vehicles of Mahindra and Mahindra
* Fostered strong relationships with existing customers and attending new sale requests
* Involved in filed demonstration of Mahindra & Mahindra vehicles
* Involved in planning rural marketing strategies

**Significant Highlights:**

* Achieved Annual target within 9 months
* Awarded Employee of the month
* Promoted as a Team Leader
* Managed Team of 3 Sales officers

**Credentials**

**Professional:**

* **Post Graduation Program in Management (Finance)** from IBS Bangalore, ICFAI in 2014 with 7.94 CGPA
* **B.E (Computer Science)** from Visvesvaraya Technological University in 2005 with 60.3%

**Academic:**

* **XII** from Guru Nanak Dev PU College, Karnataka State Board in 2001 with 60%
* **X** from St. Josephs High School Bidar, Karnataka in 1999 with 68%

**Other Credentials:**

* Undergone Knowledge Management Certification Course, Deloitte
* Attended Portuguese Language beginner’s course in Sao Paulo, Brazil
* Organized social & cultural activities

**Trainings Attended**

* Undergone training in the following areas
  + Knowledge Management Certificate by Deloitte
  + Adapting to multicultural work environment
  + Effective Oral & Written Communication

**Miscellaneous**

* Participated in Intra College Management Fest Manthan 2012 and won Best Team Award, IBS Bangalore.
* Played Throw Ball, State Level, Karnataka
* Winner of Rangoli Competition, Art Beat 2012, IBS Bangalore
* Best Outgoing Students Award in 1999 during academics
* Winner of District Level Speech competition

**Personal Vitae**

**Date of Birth:** 13th August, 1984

**Languages Known:** English, Hindi, Marathi, Kannada, Telugu & Portuguese

**Mailing Address:** No.3, Ground Floor, 5th Cross, Teachers Layout, Opposite to Nandi Solar, Nagashettyhalli

**Location Preference:** Bangalore

**References:** Will be pleased to furnish upon request

**(RADHIKA PATIL)**