CURRICULUM VITAE

**Monish MN Roy**  
 C /303, Lake Florence,

Phase-1,Lake Homes,

Powai ,Mumbai

Pin-400076.

**E-mail Id :** monishroy\_24@yahoo.com

**Telephone :** 91+22+28572772

**Mobile :**+919819090041

Educational Background

|  |  |  |  |
| --- | --- | --- | --- |
| Year | Degree | Institute/University | CLASS |
| 2012 | PET PHD | Mumbai University | Qualified |
| 2012 | MMS Marketing | Sinhgad Institute of Business Management, Mumbai University | Distinction |
| 2010 | BSc IT | GN Khalsa College, Mumbai University | 1st class |

Professional experience

Organisation Designation Period

**INGVYSYA BANK Assistant Sales Manager Dec’2013 till Present**

**HDFC LIFE LTD Sales Development Manager-CA Feb’ 2013---July’2013**

**CRISIL LTD(Standards&Poor) Business/Marketing Associate May’ 2012—Aug’2012**

**BSLI ( Aditya Birla Group ) Management Trainee May’ 2011--May’2012**

|  |
| --- |
| Experience |
| *Current Job* |

**INGVYSYA MNC BANK As Assistant Sales Manager – (Dec’ 2013—till present )**

**Responsibilities:**

|  |  |
| --- | --- |
| Job description | Areas: IngVysya Bank Bank Branch SouthMumbai (Nariman Point) **Responsibilities / Projects**.(HNI Portfolio Mangement)   * **To meet your Business Target by partnering, managing and Sales of CASA.** * **To sell Banking Retail Liabilities/Asset products to NTB customers .** * **To maintain relationship management with Banking Customers & Banking Team for Events,Coldcalling**. * **Handling Sales/Marketing & Operations/Services** . |

|  |
| --- |
| Experience |
| *Previous Job I* |

**HDFC LIFE LTD As a Sales Development Manager –Corporate Agency (Feb’ 2013—July’ 2013 )**

**Responsibilities:**

|  |  |
| --- | --- |
| Job description | Areas: HDFC Bank Kamla Mills Branch SouthMumbai & CA-Opera House **Responsibilities / Projects**.   * **To meet your Business Target by partnering, managing and driving Bank Partners.** * **To sell Banking products to customers who already have a strong relationship with the Bank.** * **To maintain relationship management with Banking Customers & Banking Team**. * **Received Promotion & MacauTrip for Outstanding Business Performance** . |

|  |
| --- |
| Experience |
| *Previous Job II* |

**CRISIL LTD(S&P) As a Business/Marketing Associate (May’ 2012—Aug’2012 )**

**Responsibilities:**

|  |  |
| --- | --- |
| Job description | Areas: SME Mumbai **Responsibilities / Projects**.  **B2B Sales & Marketing of CRISIL SME & BLR Ratings as Business Development.** |

|  |
| --- |
| Experience |
| *Previous Job III* |

**BSLI ( Aditya Birla Group )** **As a Management Trainee (May’ 2011-- May’ 2012)**

**Responsibilities:**

|  |  |
| --- | --- |
| Job description | Areas: Working on HNI Clients **Responsibilities / Projects.**   * **B2C Sales and Marketing and Wealth Management of Life Insurance**   **BSLI Plans and General Insurance Star Health Allied Insurance**  **Company LTD for Tax saving of HNI Clients.**   * **Passed IRDA Exam IA001572873 & received completion of IRDA**   **Training Programme & Passing Certificate & code BD6242**  **Insurance Advisor from BSLI & Code BA0000138344**  **Marketing Executive for Star Allied Health Insurance.**   * **Received Summer Internship Certificate & Milestone Sales Achievement**   **Certificates & Awards for Outstanding Sales Performances.** |

**Academic Achievement &Awards**

* **Received Certificate of attending as a Delegate for International Management Conference on Strategic Mgmt in Global Scenario Challenges & Opportunities organised by University of Department of Commerce & Mgmt Mumbai University.**
* **Received Certificate of Appreciation & Yamaha T-Shirt for standing in merit in SIBM Mumbai campus from Yamaha Motors Ltd .**
* **Received Certificate for preparing I-CARDS & Working for the**

**Progressive science centre at G.N. KHALSA COLLEGE & was Net Campus Assistant.**

* **Received Cerificate of Participation of Management National seminar ‘India as an Enterprise’ at KC College**

**Churchgate.**

* **Received Certificate of as a Delegate for attending CONIAPS IV International Conference at Shree Vallabhai National Institute of Technology Surat, Gujrat based on Humanity Management.**
* **Received certificate for completion of courses Visual Basic 6.0 and SQL 2 from PalIndia, Powai, Mumbai.**
* **Received Certificate of successful completion of ‘C’ Programming Languge from NIIT Matunga (E), Mumbai.**
* **Received Certificate on completion of Microsoft C#.NET ver2.0 from Karrox Institute Of Technologies Ghatkopar (W), Mumbai.**
* **Certificate from Crest Computer Education in Windows, MS-0FFICE, & INTERNET awarded Grade –A.**
* **Dramatics: Received Ist Prize Trophy & Certificate in the Intercollegiate Competition held at H.K. College Jogeshwari for SKIT Competition.**
* **Received Ist Prize and Certificate in the Intercollegiate Competition held at SIBM Campus Mumbai for the Treasure Hunt Event.**
* **Received Certificate of Appreciation for participating in Cultural Programme and for excellent performance in it by CEO Lopez of Shri Yashwantrao Chavan Shikshan Prasarak Mandal Mumbai on 05/03/2011 at SIBM Mumbai campus.**
* **Received Extra 10 marks for Mumbai University Extension Work of NSS Department G.N. Khalsa College during Academic Final Year & received certificate of acknowledgement of successful completion of Project Report Work on Swine Flu a Pandemic Hit’s India.**

Software and Technical Skills

|  |  |
| --- | --- |
| Application Software | **MS Office, SQL- 2005, C#.NET ver 3.5, VB 6.0, C** |
| Software Developed | **For Chemistry Department, G. N. Khalsa College MUMBAI, Maintaining records of Inventory of Apparatus Vendors.** |

Personal Details

|  |  |
| --- | --- |
| Date of Birth | Sept 24th , 1985 |
| Languages Known | Hindi, English, Marathi, Bengali |
| Hobbies / Interests | Listening music, Surfing internet, **Driving, Petting Kennels** |

Yours Truly,

Monish MN Roy