

Jayesh Tulsyani

Relationship Manager Home First Finance Company

Date of Birth: 19 April, 1998

ACADEMIC PROFILE

Educational Details

Degree	School	Board	Year of Completion	Marks(%) / CGPA (Out of 10 e.g. 6/10)
Master of Business Administration	Amrut Mody School of Management	Ahmedabad University	2021	3.02/4.00
BBA	NRBBA	GLS University	2019	7.5/10
HSC	Airport School	CBSE	2016	8.8/10
SSC	Airport School	CBSE	2014	8.5/10

Academic Achievements

- ♦ Top 30 in BBA from a total strength of 300. Top
- ♦ 5 in HSC from a total strength of 80.

WORK EXPERIENCE

Relationship Manager

Home First Finance Company

- ♦ Relationship Manager at Home First Finance Company, (Duration- May'21 - Present).
- ♦ Sourcing and Selling of Home Loans
- ♦ Work involves doing credit underwriting
- ♦ Business Development
- ♦ Approve or Reject Loans based upon credit
- ♦ Monitor payments from customer (Collection)
- ♦ Helping branch in maintaining Roi

INTERNSHIPS & PROJECTS

Summer Internship

- ♦ Digital Marketing at Gypsy Events , (Duration- Oct'16 - Dec'16)
Helped me to learn the basics of Digital Marketing. Helped me to understand the power of Digital Marketing.
- ♦ Marketing Management and Research at Cadila Pharmaceuticals , (Duration- May'20 - Jul'20)
Market research for a new product launch. Made videos for every festival (Helped in learning video editing skills). Social Media Marketing. Brand Awareness.
- ♦ Channel Partner Activation at Arvind Smart Spaces , (Duration- Jun'20 - Jul'20)
Converted more than 300 CP's from potential to actual CP's. Competition analysis of all the projects in Bangalore and Pune. Marketing strategies for selling in Covid19 times.

Project

- A study on customer preference for E-Banking. at NRBBA , (Duration- Nov'18 - Feb'19)
 - Mentor- Dr. Priyanka Zala
 - Skills Used- Data Analysis and Interpretation
 - Summary- The underlying aim of this project was to understand the customer's preference for E-Banking services, this project helped me in analyzing the different aspects of this industry.
 - Team Size- 10
 - Key Outcomes- The majority of the respondents had a high degree of confidence in E-Banking services. Special benefits drive customers to go online.
- Route camp Marketing at Arvind Smart Spaces , (Duration- Sep'19 - Apr'21)
 - Mentor- Dr.Parag Patel and Satish Mehta
 - Skills Used- Marketing, Communication, Leadership, Team building, Presentation skills
 - Summary- Route camp is an project where we as a group of 5 members work on an particular project given by a company, our company is Arvind Smart Spaces where we are currently working on marketing aspect of the business for which we have to work on the footfalls of the company, marketing budget of the company, sales practices, digital marketing and much more. We are meeting every week with the COO of the company that is Mr. Saurav Hazra regarding the weekly work done by us.
 - Team Size- 5
 - Key Outcomes- This will help me gaining the real world experience of how a company works, this will increase my confidence level, this will improve my presentation skills and communicating skills as well.

ACTIVITIES & HONORS

Positions of Responsibility

- Group leader of Route camp , The Channel of communication between members and the company. lead the project in every aspect (Duration- Sep'19 - Feb'21)
- Class Representative of MBA , Act as a liaison between students and faculty, Ensure that the classrooms are properly represented. Solve all the issues of the students. Channel of communication for students. (Duration- Jul'19 - Feb'21)
- Founder and Advisor of Master's Association , Planning all the events. Contacting all the guest speakers from outside the university. Manage all the people in the Association. Point of contact for all the participant of Association. (Duration- Jul'20 - Present)

Co-Curricular Activities

- Participated in Stock wars organized by Bk School of Management (Duration- Feb 22, 2019 - Feb 23, 2019)
- Attended National level seminar on Deep Learning for Computer Vision. on Feb 26, 2018

Extra-Curricular Activities

- Managed an National Level Event (Duration- Sep 14, 2018 - Sep 15, 2018)

Certifications

- National Himalayan Trekking Expedition.
- National Level Management Festival: 2nd Rank Standup Comedian.