

EDUCATION			
2012-2014	PGDM	Indian Institute of Management Raipur	6.41/10
2007-2011	B.Tech	Maulana Aazad National Institute Of Technology, Bhopal(NIT B)	7.76/10
2006	Class XII	Carmel Convent School, Ratanpur, Bhopal	76.0%
2004	Class X	Carmel Convent School, Ratanpur, Bhopal	92.6%
SKILLS			
<ul style="list-style-type: none">Sales ManagementConsultative SellingFinancial Planning and Assessment		<ul style="list-style-type: none">Team Building and LeadershipStrategic PlanningBusiness Transformation	<ul style="list-style-type: none">Process ManagementBusiness Development
WORK EXPERIENCE			7 YEARS 7 MONTHS
June'20 to present	ICICI Bank Limited, Ahmedabad- Gujarat		Chief Manager- Corporate On boarding- West and South SMEG-CLB
<p>Presently working in the profile of Relationship Manager- Corporate On boarding for West (Gujarat, MP and CG) and South (Karnataka, Telangana and AP) for supply chain financing under Corporate Linked Business. Responsibilities include:</p> <ul style="list-style-type: none">End to end discussion with external clients (Corporate entities) for on boarding on supply chain financing platforms of ICICI Bank Ltd. This includes discussing and negotiating commercial terms, technology integration and implementation of processes.Interacting with internal clients (technology teams and business teams) to ensure seamless technology integration and achieving business targets through on boarding of individual vendors and dealers of the corporate entities.			
September'15 to May '20	ICICI Bank Limited, Indore, MP		Chief Manager- RHS- MP & CG, SMEG-CLB
<p>Worked as Regional Head- Sales for Corporate Linked Business, looking after New Client Acquisition and Relationship Banking for the entire states of Madhya Pradesh and Chattisgarh. Started the business from scratch for ICICI Bank in Indore. The responsibilities include:</p> <ul style="list-style-type: none">Handling a team of 4 people across MP and Chattisgarh region, co-ordinating with corporate and their distributors/ vendors for channel finance, working capital and LCBD for new client acquisition.New corporate on boarding for vendor/ dealer/ distributor financing.Managing the existing client portfolio measuring INR 2500.0 million in limits spanning more than 180 clients.Responsible for increasing the portfolio by 300% within first 18 months of business.Awarded performer of the quarter by ED of ICICI Bank Ltd. for Q2 FY17/Q1 FY19, amongst the top 3 pan India for FY17, FY18 and FY19 in new client acquisition on account count and amongst top 5 performers pan India for FY17, FY18, FY19 and FY20 for book growth.			
July '15 to September '15	Global Classroom Private Limited, Lucknow, UP		Area Manager, MP & CG
<p>Was heading the Sales and Operations for the entire spectrum of GCPL's products in Madhya Pradesh and Chattisgarh. The responsibilities included:</p> <ul style="list-style-type: none">Liaison with school authorities and other stake holders governing the purchase decisions of GCPL's products.Recruiting and maintaining a sales workforce of around 30 people in two states.Client engagement and product demonstration through trainers.Supervision of logistics and support activities for all products.Spearheaded the sales activities creating a pool of potential clients leading to sales growth of 200% for immediate sales and perpetual sales of Rs. 20.0 mn/PA for next 5 years.			
April '14 to June '15	Trident Group, Budhni, MP		Head, Supply Planning
<p>Was heading Supply Planning for Towel and Sheeting Units of Trident Group at Budhni ensuring controlled inventory and proper budgeting. Taking care of new product development and addressing customer issues related to raw materials. Notable accomplishments are the following:</p> <ul style="list-style-type: none">Reduced packing material inventory from 38 lakhs INR for 70 MT production to 19 lakhs for 560 MT production.Undertook a Z BAD (TPM) project to reduce ageing inventory by 70% and achieved it within 6 weeks using different inventory control methods like ABC analysis, Two Bin System etc.SKU rationalization for packing material trims by cross utilization. Presently working at 10% lesser SKUs than the company average.Ensured 100% throughput through packing plant with minimum inventory levels thus ensuring an OTIF of 100% against an OTIF of 40% in May 2014.Part of the team that brought down the production lead time from 23 to 21 days for WalMart Towel production.Liaison with customers (new/ existing) for product development to suit the local needs of the end customers and also to achieve maximum logistic efficiency at the same time. The clients included WalMart, JC Penny, K Mart, IKEA and domestic clients as well.			
July'11 to June'12	HEG Limited, Mandideep, MP		Engineer (Process Engineering/Operations)

- Coordinated with the operations department for primary shop floor activity.
- Coordinated with the Marketing & Operations team to resolve customer problems. Root Cause Analysis was carried out varying RoR resulting in resolution of 80 % complaints in a 3 month timeline.**
- Suggested control charts to improve quality monitoring on the shop floor which later got implemented reducing the scrap as a result. Also, it ensured lesser breakages of electrodes at customer's end.
- Part of special task force which reduced Work in progress Inventory from 2cr INR to 1.8cr INR

INDUSTRY INTERFACE

Summer Internship-Marketing	April '13 to June '13	DCM Shriram Consolidated Limited, Delhi
	<ul style="list-style-type: none"> Analyzed the market for 'Wall Putty' in NCR. Designed a product launch for 'Shriram Nirman Wall Putty' for Delhi area. Developed an in-depth sales & marketing plan and revenue projections. Suggested publicity 'hot spots' and online marketing tools to create distinct brand identity. Negotiated with dealers and super stockists to get them on board with a new brand in an already cluttered market. 	
Graduation Industrial Training	June '10 to June '10 (2 weeks)	HPCL, Mehul Refinery, Mumbai
	<ul style="list-style-type: none"> Was with the designing division at the HPCL Mehul refinery. Project on "Study of APS towers". Studied the tray arrangement patterns in fractionating tower. 	

PROJECTS

Graduation Project	January '11 to April '11 (4 Months)	MANIT- Bhopal
	<ul style="list-style-type: none"> Project on "Detailed study of HPHT wells" and scope for their application in India. Performed an in depth analysis of feasibility and practical applicability of HPHT oil and gas wells in India. 	
Post-Graduation	January 2013	IIM- Raipur
	<ul style="list-style-type: none"> Market research and analysis for Deobhog Brand Milk and Milk Products as a part of the Govt. of Chattisgarh Project given to IIM Raipur. 	

POSITIONS OF RESPONSIBILITIES

Graduation	<ul style="list-style-type: none"> Active member of the organizing team for events at Technosearch –Annual fest for MANIT-Bhopal.
Clubs/ Organizations	<ul style="list-style-type: none"> School captain in class 12th, House captain in class 11th and House Vice Captain in Class 10th.
	<ul style="list-style-type: none"> House cricket team captain and member of the school Quizzing group.

AWARDS AND ACHIEVEMENTS

- Secured **2nd position in DSCL B School Champ Competition**, an annual competition conducted by DSCL for all their summer interns. Also got a Pre Placement Interview for the same.
- Finished in top 10 in **National Level Strategic CSR** competition conducted by IIFM, Bhopal.
- Qualified to the national finals of X-Quiz-IT, a national level quiz competition conducted by IIM Raipur in association with dare2compete.com. Secured a place in top 5 in a Supply Chain Management quiz conducted by GIM, Goa.
- Secured 1st place in Raipur zone in EUTOPIA, a **PAN India online marketing simulation by IIM Ahmedabad.**
- Qualified **GATE in 2011 & 2012** from chemical engineering (being in **top 3%** candidates in both the years).
- National aptitude talent search** examination conducted by NIIT (2010) - was amongst **top 0.1 percentile.**
- Participated in **National Level Business Plan** modeling- **bagged 1st prize.**
- Winner of science quiz conducted by **World Wildlife Fund** in Bhopal. Efforts appreciated by **state ministers** and as a result, got a chance to visit **Bori wildlife sanctuary** on a trip **sponsored by Government of Madhya Pradesh.**

ACTIVITIES AND INTEREST

- Quizzing, debating, listening music and writing.
- Like playing and watching cricket.

OTHER INFORMATION

- Comprehensive problem-solving abilities, excellent verbal and written communication skills, ability to deal with people diplomatically, willingness to learn, team facilitator.

PERSONAL PROFILE

Date of Birth: 28th Feb 1988
Permanent Address: DM-21, Indus Towne, Vill. Ratanpur, Hoshangabad Road, NH-12, Bhopal- 462047