



Army Institute of Management, Kolkata

Sanjana Singh

sanjana27113a@aim.ac.in | 6265744639 | Kolkata



### Career Objective

To work in a company that offers opportunities for both professional and personal development, enabling me to flourish in my career while contributing to the company's goals.

### Educational Background

Year	Qualification	Institute	University/Board	Percentage
2025	MBA (Finance)	Army Institute of Management, Kolkata	MAKAUT	Pursuing
2023	BBA (Finance)	Amity Global Business School Pune	Amity University Noida	81.30 %
2020	Class XII	Army Public School Cantt Kanpur	CBSE	85 %
2018	Class X	Army Public School Cantt Kanpur	CBSE	85 %

### Internships

15/05/2024-15/07/2024	State Bank of India - Kolkata, WB	Finance Intern
SARFAESI Act and Major Challenges Faced by the Banks in Implementing It <ul style="list-style-type: none"><li>Conducted comprehensive research on the SARFAESI Act and its implications for financial institutions in asset recovery and loan management.</li><li>Analyzed non-performing assets (NPAs) and their impact on banking operations.</li><li>Worked closely with the legal and finance teams to understand the implementation of the SARFAESI Act in asset restructuring and recovery processes.</li></ul>		
01/06/2023-01/07/2023	HDFC Bank - Pune, MH	Marketing Intern
A Study on HDFC Bank and their Personal Loan Service <ul style="list-style-type: none"><li>Conducted market research to analyze customer preferences and trends in Personal Loan.</li><li>Collaborated with the finance team to assess the impact of marketing campaigns on Personal Loan and financial services.</li><li>Generated leads and completed the target in 2 months.</li></ul>		
01/08/2022-01/10/2022	International Model United Nations - Pune, MH	Campus Coordinator
<ul style="list-style-type: none"><li>Organized and managed campus-level debates and sessions, helping students develop public speaking and negotiation skills.</li><li>Coordinated events and discussions on global issues, encouraging active participation from diverse student groups.</li><li>Promoted the MUN platform and ensured consistent attendance and engagement in all organized sessions</li></ul>		

### Academic Projects

<b>1. Mutual Funds - Emerging Markets of Thailand, Case Study</b> - The research report includes a detailed content highlighting the performance of mutual fund in Thailand. It helped in analysing how mutual funds operate within the Thai Market compared to the developed markets.
<b>2. Revolutionizing the Indian Rental Car Market - Case Analysis of Ola Cabs</b> - Explored the history of Ola Cabs, it's emergence in the Indian Market. Did a study about the revenue streams and impact of COVID-19 on the cab market in India.
<b>3. A Study on GST and it's implications on Automobile industry</b> - The report explained the impact of GST on the Indian automobile industry, detailing its history, types and it's economic implications.

## Certificates

**2024** Financial Modeling by Jobaaj Learnings

**2024** Analyzing Growth Drivers & Business Risks by Corporate Finance Institute

**2024** Investment Banking by Udemey

**2023** Advance Excel by Seekho

## Postions and Responsibilities

- **General Secretary, Student Affairs 2024-25** Prepared agenda for Student Affairs and collected all the documents from event coordinators to make sure that all academic as well as non-academic events are happening smoothly.
- **Associate General Secretary, 2023-24** Helping in organising all administrative work and keeping track of everything from financial budgeting to deadlines for file submission.
- **Student Council Member, Amity Global Business School, 2022-23** Represented the interests of students to the management and resolved their issues.
- **Core Member Sponsorship Team, 2021-23** Bought sponsorship from various companies and worked closely with the local media to arrange interviews during events and
- **Member of Editorial Club, Amity Global Business School, 2020-23** Interfacing with content writers and photographers to ensure that the deadlines are met and editing the content before submitting it. Helping the Department Head in budgeting, printing and distribution of the newsletter.

## Achievements

**2024** National Merit Scholarship

**2023** 1st Prize in Paper Presentation at College

**2022** Silver Medal in Sprint at Sangathan, Inter Amity Sports Meet

**2022** Bronze Medal in Basketball at Sangathan, Inter Amity Sports Meet

**2022** Research Paper Publication in International Journal of Brand Management

**2020** Best Performer in Academics in Class 12

## Co-Curricular Activities

- Participated in Inter college Debate Competition organised by ICFAI Business School - Competed with more than 30 teams and went till final round.
- Member, LAKSHYA - Helped in organising Group Discussions, Public Speaking, Extempore for students that helped them in boosting their confidence and enhancing their personality.
- Content Writing - Writing articles about the events held in the Institute and Event Reports to be sent to AWES and Eastern Head Quarter, Indian Army.
- Media Relations - Liasoned with local and national media under the guidance of department head and handled Media Relations for 24th Medal Award Function and assisted the media representatives with interviews.
- Participated in Inter College Budget Brilliance Competition

## Other Information


Technical Skills	Microsoft Office (Excel, Word, PPT) , Advance Excel , Budgeting , Tally ERP , MySQL , Canva
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Soft Skills	Writing , Attention to detail , Active Learning , Collaborative , Communication , Adaptable , Active listener
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Interests	Cricket , Public speaking , Calligraphy , Basketball , Baking
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Languages Known	Hindi , English , Marathi , German , French
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Date of Birth	October 26, 2002
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Father's Name	Hony. Lieutenant Sanjay Kumar Singh (Retired)
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Address	Flat No. 903, B2, Rohan Abhilasha, Wagholi, Pune
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