



Shivakumar S B

I am looking for a better opportunity to explore myself, learn something new, and enhance my skills. I am a person with a strong never giving-up mindset, Proactive, and ready to take responsibility. For me, learning is a continuous thing, and always eager to be mentored and guided by professionals. I can contribute to an organization. Skilled in Business Analytics and Data Science. Strong community and social services professional with a PGDM(AIMA) focused on Marketing Management from Ramaiah Institute of management studies.

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WORK EXPERIENCE

Deputy Manager I ICICI Bank Limited

05/2020 - 09/2022

Hassan

Roles and Responsibilities

- Used creativity, strategic thinking and knowledge of current market trends to target and build relationships with potential customers. Scheduled, arranged and attended meetings with customers to maintain trusting and long-lasting relationships. Maintained client correspondence, preferences and sales on CRM systems for sales and marketing purposes. Addressed and resolved customer complaints in an efficient, effective and timely manner.

BGCC Executive Jumbotail

02/2022 - 05/2022

Bengaluru

Roles and Responsibilities

- Analysing stock levels across the organization's multiple clusters using SQL (Beekeeper) and other internal analytical tools. FMCG & staples facts and figures are reported daily, weekly, and monthly. Analysing retail alerts generated by internal data and resolving them to diminish the organization's loss percentage. Rolling out Merch Plan to the cluster for FMCG and Staples products.

AR Executive Omega Healthcare

12/2018 - 01/2020

Bengaluru

Roles and Responsibilities

- Responsible for managing the billing coding personnel and making day-to-day decisions; understanding and coding all procedures in accordance with regulatory mandates; aiding with insurance claim follow-up and appeals as needed. This role is in charge of directing and organizing the billing and coding office's entire responsibilities in order to maximize cash flow while improving patient, physician, and other customer relations.

EDUCATION

PGDM- Marketing and HRM Ramaiah Institute of Management Studies

02/2020 - 02/2022

Bengaluru

B.Sc- CBZ Government Science College

06/2015 - 11/2019

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SKILLS

Decision-making

Active Listening

Verbal Communication

Critical Thinking

Detail Oriented

Time Management

Leadership

CERTIFICATES

Global Master Certificate in Business Analytics-
MICHIGAN STATE UNIVERSITY (02/2022 - 09/2022)
*ANALYTICS FOR COMPETITIVE ADVANTAGE, DATA MINING AND
MANAGEMENT STRATEGIES, APPLYING BUSINESS ANALYTICS*

Business Analytics- IMS Pro School, Bengaluru
(02/2022 - 09/2022)

*Statistics, Python, Data analysis, Linear and logistic regression,
Forecasting, Data mining, R program, Tableau, SQL*

Python Fundamentals for Beginners- Great learning

Marketing and Retail Analytics- Great learning

Advanced Microsoft Excel

Tableau

PERSONAL PROJECTS

A study on the effectiveness of marketing strategies for Dunzo in Bangalore.

ACHIEVEMENTS

Placed 1st in 'Debate' and 3rd in 'Quiz' in the Inter-University competition conducted by Mysore University.

- Represented Mysore University's badminton team for 2 years.

- Winner of DASARA badminton tournament.

INTERSHIP

ICS CONSULTANCY (02/2021 - 03/2021)

Managed end-to-end IT-Recruitment process. Hired active candidates from PAN India for Accenture Company during the time tenure.

LANGUAGES

Kannada

Full Professional Proficiency

English

Full Professional Proficiency