

# SHIVANG JAIN

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Currently leading the client relationships and operations for an INR 2 Cr+/USD 250K+ turnover company and serving the HORECA and domestic industry. Experienced in vendor relations, procurement, exports, and billing operations. Also worked with Axis Bank, Noida managing their HQ FOREX division.

## Experience

### HEAD OF PARTNERSHIP & OPERATIONS, MN ENTERPRISES (JAN2021-PRESENT):

- Currently leading the operations which include Client Relationships, Vendor Management, Procurement, and Logistics, and ensured timely delivery and positive P&L statement for the firm.
- Led commercial partnerships worth INR 2 Cr+ and achieved a double-digit growth year-on-year.
- Awarded with the prestigious 'Excellence Award' consecutively since 2022.

### MANAGER, OPERATIONS, ADARSH INDUSTRIES (OCTOBER2019 – DECEMBER2020):

- Managed D2D operations in the Energy sector and associated with Vendors, Procurement, and Logistics
- Led commercial partnerships worth INR 5 Cr+ and achieved a double-digit growth post-COVID.
- Led the biggest marketing campaign for 'Solar Energy' in Lucknow (SCR). Generated 20X leads.
- Assisted in acquisition of Kanpur Smart City projects

### ASSISTANT MANAGER, AXIS BANK (JULY2018 – SEPTEMBER2019):

- Worked as an Assistant Manager in Trade Finance Center with eminent experience in LC department.
- Worked in the FOREX division and ensured group CSAT of 4.4 (out of 5) for the months.
- Successfully organized the 'National Banking Conference at ASIBAS Noida' dedicated to the insurance sector.
- Certified in 'Mutual fund and Depository' by the prestigious 'National Institute of Securities Markets (NISM).'
- Certified in Financial planning.
- Topped the PGDBS (Post Gradation Diploma in Banking and Services) program at ASIBAS Noida.

## Technical Skills

Fully proficient in the entire Microsoft Office suite, G suite, Salesforce CRM, Microsoft Dynamics CRM, Tally, and Adobe Vendor ERP.

## Academic Credentials

Post Graduate Diploma InBanking Services   Axis Bank, Noida	SCORE- 77.07%
Bachelor of Commerce [B.COM   2015-18   Sri Aurobindo College, University of Delhi]	CGPA-7.00
CLASS XII   CBSE   KDMA, KANPUR	SCORE- 87.6 %
CLASS X   CBSE   PCVN, KANPUR	CGPA-6.80

## Academic Achievements

### Management

#### Beyond University Premises:

- Marketing Ambassador Internship at 'Enactus Dynamites 1.0' (Apr '08-May'17).

#### Within University Premises:

- Volunteered for two 'National Seminars' sponsored by ICSSR (2016-2017).
- Volunteered for 'Trgovina' and 'EntreCon 1.0', the annual fest of College societies (2017).
- Volunteered for 'Rotaract SAC' and 'Leaders for Tomorrow', NGO's. (2017).
- Marketing executive for NSS UNIT and Annual Fest of Sri Aurobindo College (2017).

### Communication

- Awarded with the prestigious 'Best Speaker' certificate by 'SAGE - The Debating Society of SAC' – University of Delhi (2016).
- Awarded 2<sup>nd</sup> position in PowerPoint Presentation organized by 'AAKRAYA - The Commerce Association' (2016).
- Awarded 2nd position in PowerPoint Presentation on "FDI inflow in Indian states" at National Seminar (2018).

### Leadership

- Awarded 'Member of the Month' in The Entrepreneurship Cell, Sri Aurobindo College (2016-17).
- Organized 'Debate Competition' for 'EntreCon 1.0' organized by Entrepreneurship Cell, Sri Aurobindo College (2017).

### OTHER RECOGNITIONS

- Awarded Certificate of Participation in 'Financial Literacy Quiz' organized by the Securities and Exchange Board of India (SEBI). (2016).
- Awarded Certificate of Participation in 'Biz Plan Competition' organized by the TiE Young Entrepreneurs (TYE) (2011-12).