

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 Graduation 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 In Banking 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 2nd 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).