

RESUME

JYOTSANA KUMARI

Mob. No: +91- 9693769351

Email: jyotsana14@manageites.org

Objective

To work with an organization that provides me a challenging environment demanding my abilities and skills as well as to gain personal and professional growth to find consonance with the organization objective

Work Experience

Organization	ICICI Bank Ltd.
Position	Sales Manager, JLG/SHG (PSL)
From	06 June 2016- 29 May 2017
Key Achievements	<ul style="list-style-type: none">• Drived market Research and adopted strategies to increase the sales of SHG/ JLG product in a new market (Bihar & Jharkhand)• Generated business of more than 1Mn by guiding the team members and direct customer interaction on rural customer base• Worked with BRLPS for B to B business process• Lead the team in Documentation of loan files• Co-ordinate with Legal, Compliance, Product, Central & Zonal Credit Team, Data-Warehousing Team, Business Intelligence Team• Power point presentation & preparation for Business team for the quarterly business meeting with the Central Business Head• Designing and Maintaining single platform for data sharing with Zonal business team on daily basis to help them analyze the daily performance thus impacting the intra-day performance of each team member• Worked with Marketing Team for exploring cross selling of Gold Loan through the channel which helped in doubling the gold loan business

Projects:

Organization	E.I.DuPont India Pvt Ltd.
Title & Duration	In depth study of grower practices in Pomegranate crop/market & evaluate the potential opportunity for Benevia (2 months)
Organization	Saggraha Management Services Pvt Ltd.
Title & Duration	Map the operational process of RBL-SAGGRAHA relationship for effective implementation and control (2 months)

Academic Qualifications

Degree/Diploma	Institute	Board/University	Year	% of Marks
PGDM (ABM)	MANAGE	MANAGE	2016	68.09
B.Sc. (Agriculture)	College of Agriculture, Parbhani, Maharashtra	Vasantrao Naik Marathwada Krishi Vidhyapeeth, Parbhani, Maharashtra	2014	84.80
Class XII	Magadh Mahila College, Patna	BSEB, Patna	2008	57.77
Class X	St. Joseph Convent High School, Patna	BSEB, Patna	2006	75.85

Computer Skills

Working knowledge of MS Office , excel and PowerPoint presentation

Achievements

- Awarded **National Talent Scholarship from ICAR**, New Delhi during 2010-14
- Actively participated in two days program on **Digital Marketing** and **Entrepreneurship** development organized by **IIM Calcutta**
- Awarded studios student certificate during UG programme
- Executive member of **MANAGE Monthly Magazine** of Batch 2014-16
- **Leader** of the group for the allotted village during RAWE(Rural Agricultural Work Experience) at MKV, Parbhani, Maharashtra
- Active Member of National Service Scheme during 2010-14
- Actively participated in **Sneha Dhara** a leadership training program
- Received certificate of participation in All India Inter School Painting Competition

Languages Known

Fluent in **English & Hindi** and working knowledge of **Marathi**

Summary of Skills

- Good Business Communication Skills
- Excellent teamwork and collaboration skills
- Strong Business Analysis Skills

References

Aman Kumar , Business Developent Manager (animal health division) , Himalaya Wellness Company ,Banglore .
Contact number-7478229933.

Place: Bangalore
Date: 13 JULY 2023

JYOTSANA KUMARI