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Profile: I'm an MBA graduate from IIM Trichy with 1 year and 4months of experience in prominent organizations. . I currently work as a Growth & Strategy Manager for the US market. My initial background is in corporate banking at Axis Bank, and I have a strong educational foundation, excel in quick learning, and have a track record of success across various roles, including strategy, sales, and HR. I have had the opportunity to work closely with Founders, CXOs, and Directors, anticipating their business needs and serving as a liaison between cross-functional teams.

WORK EXPERIENCE			
Role: Growth & Strategy Manager		Company: MacroHire (Remote)	Aug'2023 – Present
Responsibilities	<ul style="list-style-type: none">• Driven and implemented short- and long-term strategies for the US market, with a focus on geographic expansion, revenue growth, service price quoting, overseeing sales-related ideation, content creation and managed the complete sales cycle.• Thorough market research analysis on industry trends, best practices and having hands on experience in LinkedIn Recruiter/ Sales Navigator tool• Worked on billing quotation for hiring services to have competitive advantage to increase the wallet size in US recruitment market.• Reached out to 500+ clients, connected with 70 + decision making authorities, inclusive of CXOs, directors, recruiters, and hiring managers of client's company to determine & anticipate their human capital requirements in permanent, contractual, seasonal, and volume hiring• Acquiring and defining own portfolio of clients and candidates through digital networking,- emails, alumni network, and LinkedIn• Giving recruitment consultative solutions to clients by pitching MacroHire service suite in alignment to client's pain points and requirement• Liaised with US market SPOCs, cross functional teams-sales, marketing, and HR teams to ensure steady engagement for customer success• 30% increase in customer engagement, 4 new leads generated through sales & marketing strategy.		
Role: Manager		Company: Axis Bank (Bangalore)	June'2022 – July'2023
Responsibilities	<ul style="list-style-type: none">• Worked with CXOs and Founders of start-ups to enhance and deepen banking relationships by being consultant to Axis product suites• Learned about the client's business model, revenue streams, challenges and technologies to understand their banking and financial requirement• Managed 30+ clients relationship portfolio in Bangalore region across various industries such as SaaS, EduTech, HeathTech• Did market research analysis before prospecting clients, planned & prioritized next steps to ensure deepening of accounts & generate revenues• Allocated the person/SPOC in accordance to the client service and demand requirement by optimizing the resource deployment.• Liaised with internal cross functionals teams: product, service, legal, underwriting , FS, treasury, retail banking, Branch Operation-Head, Branch-Head and Cluster Head to provide smooth service by resolving client escalation and to ensure customer satisfaction.• Worked closely with credit team on risk profiling of prospective clients before execution and facilitation of credits services suites.• Helped clients in fund raising by connecting with investors by closely working with Financial Sponsor• Reviewed daily/periodic reports to identify future business opportunities and have hands on CRM and Finacle Core Banking Software/tools.		
Achievements / Key Initiatives	<ul style="list-style-type: none">• Involved in NEG-India strategy plans for the FY23-24, was presentation pitcher for clients and senior management regarding services suites• Responsible for scoping area sales, operations and implementing strategies to increase productivity and performance levels• Activated 15 inactive relationship and onboarded 7 new start-up generating transaction worth 100 Cr+ in Axis Ecosystem• Generated revenue through CASA, SL, FDOD, BG/LC, Forex, Bill discounting, CMS, API, WC/TL, Escrow, PayPro, Burgundy and Credits Cards		
ACADEMIC RECORD			
Degree	Institute	%/ CGPA	Year
MBA	Indian Institute of Management, Tiruchirappalli	60.21%	2022
B.C.A.	ICFAI University, Jharkhand	82.71%	2019
SKILLSET			
Workforce Management Strategy Planning Strategic Partnership Corporate Banking Market Research Cross-Functional Engagement Relationship Management Customer Success Presentation Recruitment Sales International Sales Power BI Tableau Client Acquisition L&D Talent Acquisition			
INTERNSHIPS & LIVE PROJECTS			
ESAB Strategy Industry Project	<ul style="list-style-type: none">• Estimate the optimum no. of salespeople for a project hiring. Offered an ideal HRP required for sales functions for each vertical based on four factors: Demand Volume, Revenue Forecast, Regional variation, and Variation across vertical.	2021 (3 months)	
Analytics Project	<ul style="list-style-type: none">• Created dashboards using Power Bi to find out attrition rate of the dataset of 1500 employees based on factors- generation, work-experience, department, gender, location gathered from the google form survey	2021 (2 months)	
DTDC Express Ltd Recruitment Internship	<ul style="list-style-type: none">• Screened 1K+ resumes, shortlisted CVs from Naukri, LinkedIn, iimjobs jobs portal and employee referrals.• Coordinated with 150+ candidates, 8 hiring managers, and HR. Scheduled & conducted 50+ interviews• Responsible for end-to-end recruitment where closed 80% of open positions for mid-senior level position• Sourced 15+ interns' CVs, conducted an initial interview for interns, hired 3 HR interns, and was team lead for a month• Facilitated efficient recruitment process by managing job postings/advertisements and interviews.• Maintained excel tracker on a daily and weekly basis. Monitor the reportee interns' trackers• Assisted my supervisor HR in distributing the targets and hiring roles to sub-interns based on their experience & competency• Analyzed various job applications and filtered candidates through CV screening and telephonic basic round interviews.• Consistent follow-up with internal team and applicants for interview process status and maintaining candidate tracker	2021 (2 months)	
L&D Live Project	<ul style="list-style-type: none">• Designed Management trainee program for upcoming BDU's in consultation with founder and Instructor.• L&D program was designed under ADDIE Model keeping in focus that BDU's are from tier:2 & tier:3 colleges.• Training program was categorized into 3 phases with timelines: Orientation, Role Analysis, and Generalized + Specialized along with the hard and soft skills training. Free online courses/videos were suggested in algin with job role requirement	2021 (2 months)	
ACHIVEMENTS & OTHERS			
Excel Certification	<ul style="list-style-type: none">• Advanced excel certification course offered by Excel Prodigy Training & Consulting Pvt. Ltd.	2021	
Academic	<ul style="list-style-type: none">• Awarded a silver medal & merit certificate in BCA-Sem V and convocation ceremony by the vice chancellor for securing 2nd rank	2019	
Micro Influencer	<ul style="list-style-type: none">• Run @shiny an IG page which has 8K accounts, collaborated with Evergreen Luga which has Jharkhand traditional clothes		