

## Shweta Raosaheb Patil

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23 | F | Single | Andheri, Mumbai- 4000053



### Experience

ICICI Bank                      Relationship Manager (Mortgage)                      21st May 2019- 19th August 2019

- Proactively reach out to potential clients and explain the entire process of loan while setting correct expectations.
- Regularly and proactively communicate with clients and does timely follow-ups.
- Keep track of all the potential leads and maintain proper MIS follows through the entire loan process till closure for the entire team.
- Liaisoning with internal departments like credit, operations, technical, legal, bank branches.
- Build and maintain great relationship with clients along with adhering to company policies and processes.
- Manage the entire loan documentation till the disbursement of loan.

### Academic Achievements

Qualification	Year	School / Institute	Board / University	Marks (%)
MMS (Marketing)	2017-19	Alkesh Dinesh Mody Institute for financial and management Studies	Mumbai University	73.68%
BMS (Marketing )	2016	Bhavan's College, University of Mumbai	Mumbai University	70%
HSC	2013	M. L. Dahanukar College	State Board	75%
SSC	2011	Paranjape Vidyalaya	State Board	71%

*\*In Mumbai University the management degree, MMS is equivalent to MBA.*

### Summer Internship Programme

GCMMFL - Amul                      Market Researcher (Management Intern)                      May 2018 - July 2018

**Project Title: Study of Amul fresh products.**

- Conducted a Market research of Amul fresh dairy products in the Western zone Andheri.
- Data collected on consumers, competitors, market place and consolidate information into actionable reports and presentations.
- Identified and tried to solve the problems faced by AMUL retailers, by conducting Horeca (Hotel, Restaurants, Caterers) activity .
- Presented a **Research report** on “ Failure and marketing strategies of Amul Paneer.”
- Conducted Amul's promotional and sales activity (kiosk).

## Key Projects

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- Submitted a black book on “ **The market study of Amul fresh Dairy Products**” (May 2018).
- Presented a **Business Plan** during BMS.
- We successfully Submitted project which represented BMS (Bhavan’s College) to **NAAC Bengaluru**.

## Extra-curricular Activities

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- Committee member at RAY FESTIVAL - BHAVAN’S COLLEGE (2013).
- Core committee member of **Alumni Committee** 2017-2019.
- Volunteered at **IMRC (International Management Research conference)** 2017.
- Organised and managed events like **Admiral’s 2017** and induction **2018-2020**.

## Certification

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- German language Course (Level A1).
- MS-CIT.

## Additional Details

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- Language known: **English, Hindi, Marathi, Sanskrit, German (Basic)**.
- Hobbies: **Organising Events**.