**PRANAYA BISWAL**

Bhubaneswar, Odisha

E-mail Id: pranayabiswal9@gmail.com

Mob : 07978112493/09777804719

# Profile Overview

PGDM in Financial Management with 3yrs & 3momths of experience into B2C and B2B Sales, mainly in Management Reporting,Financial Awareness,Project Management, Marketing Management, Training, CSR Activities.

**Core Competencies**

**Financial need analysis**

**B2C and B2BSales**

**Meeting corporates**

Management reporting

How to invest & paying debts.

Training and Development

Fund Raising

CSR Activities.

Strong analytical & problem solving skills

Excellent written & verbal communication skills

Hardworking, team player & co-operative in nature.

# Organizational Experience

**Current Organization**

Designation : Consultant (FEC)

Company : Disha Trust (Unit of IciciFoundation Inclusive for Growth)

Job Location : Odisha

Duration : October 16th 2017 to till date.

**Duties & Responsibilities**

* B2B sales, Meeting corporates & institution to aware them about all the financial product.
* Guiding the customers how to invest & paying debts.
* Want to learn about financial products and product features.
* Financial crisis by analysis their situation, counselling and advising them on available option.
* Doing the financial Literacy Programme seminar in various corporate level and intuitions.
* Money management skills and   helping them to stay financially healthy.

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**AD HOC Reporting**

As per the business requirement at any point of time any Analysis & Reporting work is done to support Management decision making Process.

# Hands on Experience of Reporting tools:

* For analysis of the database we are using **MS word, MS excel,MS power point**, etc.

**Previous Organization:**

Designation : Relationship Manager (Marketing and sales),AEGON life insurance Limited, Cuttack, Odisha

Duration : August 2016 to September 2017.

**Duties & Responsibilities:**

* B2C sales. Meeting customers & getting business from them.
* **Regular meeting new customers & follow up customers.**
* **Analysis Of weekly and monthly business performance.**
* **You will be responsible for meeting with clients, educating them about our services, and guiding them to make the best decisions. Playing a major role to bring new business by identifying opportunities for potential sales.**

# Forecasting:

* Sitting with the reporting manager and make a decision how much monthly planning for business should be done and what is the strategy for making it successful.
* Doing planning with the The reporting Manager for weekly and monthly business,

**Summer Internship Projects:**

**"CORPORATE SOCIAL RESPONSIBILITY" AT 3HD MEDIA PVT. LTD.**

* 3HD MEDIA offers financial survey` and marketing survey.
* I did financial survey in backward areas where the people are not getting job and collected all the data of those who are unemployed and as well as those are not satisfied with their work.
* **Got the Certification from the organisation for doing my work successfully on time.**

**Short Term Studies in Class:**

* SWOT Analysis
* STP Model
* Income Statement
* Balance Sheet & Cash Flow Analysis

**Educational Qualifications:**

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| --- | --- | --- | --- |
| **Course** | **College / University** | **Duration** | **% Marks** |
| PGDM (Finance and Operation) | VJIM, Hyderabad | 2013-15 | 66 |
| BBA | ASBM Institute Of BBA, Odisha | 2010-13 | 68 |
| 12th | CHSE Board | 2008-10 | 54 |
| 10th | BSE Board | 2007-08 | 56 |

**Accolades:**

* **Got Man of the Match in Inter College Cricket Tournament, Organised by Utkal University, Odisha.**
* **Participated in Block Level Science Exhibition.**
* **Participated in Various Essay and Debate competition at school and college Level.**

**Hobbies & Interests:**

* Playing cricket, Watching movies, Visiting New Places, Reading Newspaper.

**Personal details:**

Name : Pranaya Biswal

Gender : Male

Father’s Name : Mr. Pratap Kumar Biswal

Mother’s Name : Mrs. Pankajini Biswal

Date of Birth : 12th Oct, 1992

Languages Known : English, Hindi, and Odia

Nationality : Indian

**Declaration:**

I hereby declare that all the information provided by me in this application is actual and correct to the best of my knowledge and belief.

**PRANAYA BISWAL**