**SANYAM JAIN**

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**CAREER OBJECTIVE**

To pursue a challenging career where I can apply my skills to contribute to the organization while I grow both personally and professionally

**WORK EXPERIENCE**

**IDFC First Bank Territory Manager-Consumer Durables April 2019-Present**

* Maintain good relationships with all the channel partners and acquiring business from them
* Controlled the files disbursal and reduced Turnaround time from 12-13 days to 6-7 days
* Identified and Empanelled new channel partners
* Ensured all the sales officers are up to date with the latest policies and changes in the system

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| **Hindustan Unilever Ltd Summer Internship** | **May 2018 – Jun 2018** |
| * Project on Product and Brand Management of the product having expected yearly sales of ₹25 Cr. * Surveyed consumers across North India to create consumer insights regarding definition of beauty and romance, media habits, qualities of good soap for rural women * Worked on creating a concept and tested with rural women * Analysed competitor discount soaps for future reference of team * Dealt with various agencies to develop campaigns | |
| **Lakme India Short Term Project** | **Feb 2018** |

* Lakme wanted to assess the bridal services provided by their salons and how they can be improved
* Surveyed current customers and customers who had enquired about the bridal services to assess their perception for Lakme
* Competitor mapping to compare the services of Lakme salons
* Evaluated findings on Servqual model to find the gaps in the Lakme services

**Cognizant Technology Solutions Programmer Analyst Feb 2016 - Apr 2017**

**Roles & Responsibilities**

* Developed client server applications for US client First Data
* Worked on Oracle 10G, 11G, PL/SQL and Toad for development of Client Server application
* Lead small teams during manual testing phase and monthly project management application updates
* Trained all the new members of the team for familiarizing them with the structure/working of application and their daily responsibilities

**Achievements**

* Reduced updating time of Project Management application from 2-3 days of multiple team members to 1-2 hours of single team member
* Considered one of the most reliable member (in a team of 30) by the team lead.

**ACADEMIC QUALIFICATION**

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| **Program** | **Specialization** | **Year** | **University/Board** | **CGPA/Percentage** |
| Post Graduate Diploma in Management | Marketing | 2019 | Birla Institute of Management Technology | 7.21 |
| Bachelor of Technology | Electronics and Communication | 2015 | Jaypee Institute of Information Technology | 70 |
| Class XII | Science | 2011 | CBSE | 74 |
| Class X | - | 2009 | CBSE | 83.4 |

**EXTRA CURRICULUR ACTIVITIES**

* Executive Member: Editorial Conduit of BIMTECH (issues quarterly college magazine “Vritant”
* Organized and attended workshop on Leadership conducted by Mr Samuel Samson of Smarter You
* Organized Dastangoi – The Urdu Story Telling by Mr Ankit Chaddha in BIMTECH
* Conducted Break the Code event during Vihaan’17, BIMTECH