

### ✧ Career Objective

I wish to work for a professionally managed and growth- oriented organization that would hone my skills and to learn through commitment and team spirit.

### ✧ Exposure

**Organization:** The Hongkong and Shanghai Banking Corporation Ltd, Mumbai

**Duration:** Feb '15 – Present

**Designation:** Assistant Manager

**Roles and Responsibilities:** Relationship Manager for NRI Centre

- Customized banking planning to meet HNI NRI client's needs and expectation.
- Developing strategy right from identification, execution & growth of new business.
- Penetration into existing client base, by providing one stop service for all financial requirements.
- Responsible for cross selling of products (Home Loan, Wealth Products, Credit Cards, FD, FEX etc)
- Responsible for incremental growth in revenue.

**Organization:** Cox and Kings Ltd, Mumbai

**Duration:** Feb '14 – Jan '15

**Roles and Responsibilities:** Heading Franchises Outlets

- As MARCOMers, we make the Invites, Leaflets, Hoarding, Ads etc. for the franchise outlets in India.
- Check the branding aspects and pricing of the products for the Travel Mela happening across nation.
- Work for brands like *Flexibol* – Tailor Made Holidays, *MICE* and *TUTC* and chasing deadlines and delivering the artwork.

**Organization:** TATA Global Beverages Ltd, Bangalore

**Duration:** May & June 2013 (2 months)

**Roles and Responsibilities:** Summer Intern for Tetley Green Tea

- Researched on the feasibility, acceptance and revenue building for Tetley Green Tea in medical store.
- Market survey in retail and modern trade outlets; regards to various green tea's available in the market.
- Executed the market extension plan based on the research leading to increase in the brand recall by 40%.
- Was a part of other activities and events for TATA Tea Premium, Gold, Agni as well as Power of 49.

### ✧ Education

| Course  | Year of Passing | Institution                                 | Board / University | Result (%) |
|---------|-----------------|---|--------------------|------------|
| MMS-MBA | May – '14       | MET Institute of Management, Bandra         | Mumbai University  | 66         |
| B.Com   | Mar –'12        | R. A. Podar College of Commerce & Economics | Mumbai University  | 65.72      |

### ✧ Extra Curricular/Hobbies

- Was a part of “MET Combat”, “MET Utsav” cultural festival and contributed in “MET Vault”.
- Have great interest in Photography and like to explore new places (visited: United Kingdom, France, Germany, Switzerland, Dubai, Mauritius, South Africa)
- Was awarded Pinnacle Star performer of the month by Cox & Kings for July month.

**Sharut sheen** *MBA-MMS, B.Com*

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#### ✧ **Personal Information**

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- Excellent in communication and negotiation.
- Can adapt to places and people easily.
- Parents are highly specialized doctors in Mumbai.