**MALAY SRIVASTAVA** E-mail: **malay.imprint@gmail.com**

Client Relationship Manager , **in.linkedin.com/in/malaysrivastava1**  
Circum Navigation Resource Management   
PVT. LTD,

New Delhi Contact No: +91- 9811426525

**Career Objective:**

To work with a progressive organization in which I can contribute my skill and experience to enhance my own productivity at the same in time achieving the organizational goal & objectives with the attribute of time quality and discipline.

**Academic Qualification :**

**PGDM -IT**, 2013-2015  
Apeejay Institute Of Technology And School Of Computer Science,  
Greater Noida.

**BACHELOR OF COMPUTER APPLICATION,** 2010-2013  
Teerthanker Mahaveer University, Moradabad

**12th, INTERMEDIATE, CBSE,** 2009- 2010  
Sacred Heart Sr. Sec. School, Bareilly.  
Commerce, Computer

**10th, HIGH SCHOOL, ICSE,** 2007-2008  
St. Mary's Convent School, Bareilly.  
English Language and Literature, Science and Computer Application

**Area of Interest**

* Marketing
* Information Technology

**Hobbies and Interests:**

* Dancing , listening music
* Exploring computer games

**Current Job : From March 2015**

**Circum Navigation Resource Management Pvt. Limited  
Responsibilities as Client Relationship Manager**

* Determine admissibility of persons seeking entry into Canada/Hong Konng/Australia  by examining documents and conducting interviews
* Interview clients to obtain employment history, educational background and career goals
* Identify barriers to immigration and assist clients with such matters as job readiness skills.
* Advise clients on immigration process and other employment-related issues
* Counseling will mainly be by email, telephone or face-to face counseling.
* Provide regular follow up on enquiries received.
* Providing assistance for rehabilitation and technical evaluation for the appropriate countries.
* Provide consulting services to customers simultaneously helping in career planning.
* Ability to retain and grow business with current clients and acquire new clients as per the business plans of our company.

**Certificate And Projects :**

**ITC Limited**Summer Training program, 1st may, 2014 - 30th June, 2014Marketing

|  |
| --- |
| **RECOMMENDING STRATEGIES FOR ENTRY OF ENGAGE IN CHEMIST AND COSMETIC CHANNEL** |
| **Abstract:** The study on this project is to demonstrate the marketing strategies of ITC Ltd in personal care for chemist and cosmetic retailers, by checking its competitor in the market. This work is carried out through self-administered questionnaires. The questions included were open ended, offered multiple choices.  **Study Area:** Chemist and Cosmetic channel of Bareilly  **Sampling Technique:** Random Sampling  **Sample Size :**200 Retailers and 100 customer Respondents have given privilege to know their likings and preferences |

**Microsoft IT Academy**Training program, June 2012.

|  |
| --- |
| **ONLINE TUTORIALS** |
| **Abstract:** This project has different module which uses a concepts and tools of C#. Online Tutorial fulfills the requirements of the students to enhance knowledge online. Students can register online and search the required details with list of examples. Students can read and practice coding at same place. They can view the output example online.  **Tools:** Visual Studio 2010 for developing code **Database:** SQL Server Management Studio  **Platform :** Internet Explorer 6.0 |

**Special Achievements :**

* **BIZZ PLAN COMPETITION (BUSINESS PLAN) 2012**

This plan is facilitate capability of rag pickers in India.  
Achievement: 1st prize

* **Participated in various Dance and Extempore Competition with positive sportsmen sprit.**

**Personal Skills:**

* Adaptive nature for flexible corporate environment
* Self Confident and effective communication skills
* Good team work with multitasking ability.
* Hardworking and an enthusiastic learner
* Ability to plan, organize and prioritize work.

**Personal Details:**

* **Father Name** Mr. Dilip Srivastava
* **Date Of Birth** 10th,May 1992
* **Gender** Male
* **Marital Status** Single
* **Permanent Adress** 1054,N.R. Coaching Shubhash Nagar, Bareilly (U.P)