



Anshul Mandwariya

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Specialization:

- Major- Marketing
- Minor- Finance

Education details

Education	College/School	University	Year	CGPA/Percentage
MBA(Marketing)	Indira School of Business Studies	Savitri Bai Phule Pune University	2020-2022	78.59
B. Com	Shaheed Bhagat Singh College Jaora	Vikram University Ujjain	2016-2019	52.40
HSC	Saint Paul's Convent school, Jaora	CBSE	2015-2016	47.80
SSC	Saint Paul's Convent school, Jaora	CBSE	2013-2014	60.10

Project Details

Company: Aditya Birla Sun Life Insurance

Project Title: Consumer Perception Towards Life Insurance and Investments

Duration: Two Months

Work Details

- providing information to the people about the life insurance, benefits of life insurance and why the life insurance is important
- Analyzing the perception of people towards life insurance policy and investment plans.
- Market survey to find out the current position of the company and life insurance industry.

Achievements: Completed the project in the given time.

Work Experience:

Company: Aditya Birla Sun Life Insurance

Job Title: Sales & Marketing Intern

Work Description:

- Deal with the people and advise them to purchase life insurance policy.
- Promotion by developing marketing strategies.
- Utilizing the sales resources for optimal sales support.
- Maintain Customer Loyalty and increase references.
- Identifying the target customer and convincing them to purchase a life insurance policy and other investment plans.

Duration: Two Months (May 2021-July 2021)

Company: Jana Small Finance Bank

Job Title: Area Head (PL), Sr. Executive

Work Description:

- Currently serving as Senior Executive in both Credit and Loan Departments, effectively managing a large customer base.
- Successfully lead and motivate the sales team to achieve targets and increase sales.
- Regularly prepare and present MIS and reports to ensure effective decision-making.
- Proficient in managing TAT to ensure timely loan disbursement to customers.
- Expertise in credit analysis and financial statement analysis.
- Special focus on sales of loan products such as Personal Loan, Home Loan, Two Wheeler Loan, and Gold Loan.

Duration: 1.7 Year (January 2022- Currently working)

Certifications & Workshops

- Completed a certification course on becoming a **Product Manager** by LinkedIn Learning and learned the strategies of how to develop and manage new product development.
- Completed a certification course on **Marketing Analytics: Setting and Measuring KPIs** by LinkedIn Learning.
- Completed a certification program on **FMCG sales and Marketing** provided by Direction one consulting.
- Completed a certification program on **"Digital Business"** Conducted by Prowisdom Growth.
- Attended **"Marketing Excellence"** workshop conducted by Mr. Suhas Mekhe.
- Attended **"LinkedIn Marketing"** workshop conducted by Mr. Arpit Khurana Co-founder NSDM.
- Attended sector overview sessions conducted by Ozone Consultant and gathered information about different sectors of industry.
- Attended basic Excel workshop conducted by ISBS and learned basic tools of Excel.
- Attended a workshop named mindfulness conducted by Ms. Mugdha.

Extra-Curricular Activities

- Member of the Winning Team for Inter School Drama Competition in the year 2015.
- Member of the Winning Team for Inter-School Handball Championships in the year 2014.
- Ranked 3rd in map my walk competition an Inter College Sports Activity in the year 2021.
- More than 1.5 Years of experience and knowledge of the Stock Market.

Personal Details:

- Permanent Address: 1, Indra Colony, Nearby BSNLOffice
Jaora, Ratlam, (Madhya Pradesh)
- Date of Birth: 02/02/1999
- Languages: Hindi and English

Strengths:

- Excellent Interpersonal Skills
- Team Player and Team Management
- Self-Disciplined
- Self-Dependent
- Excellent in maintaining public relations
- Highly Enthusiastic to Learn and Develop New Skill

I hereby declare that the details furnished above are true and correct to the best of my knowledge.



Date: 28-07-2023

(Anshul Mandwariya)