

Shivnandan Shukla

Vill & Po : Paraur, Tahsil : Kalan

Shahjahanpur, Uttar Pradesh

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Contact no - +91- 7599900224

Career Objective

To work in a challenging and dynamic environment where I could constantly learn and successfully deliver solutions to problems and upgrade my skills, knowledge from time to time and meet organizational goals.

Area Of Interest

- Commercial Banking & Financial Market
- Marketing Management

Academic Profile

| Qualification | Institute | Board/University | Year of passing | CGPA |
|---------------|--|----------------------------------|-----------------|------|
| MBA | SRMS College Of Engineering & Technology | Dr. A. P. J. A. K. T. U. Lucknow | 2019 | 7.52 |
| B. Com(H) | Accord Business School | M. J. P. R. U. Bareilly | 2015 | 61% |
| Intermediate | K. V. No-1 | C. B. S. E. Board | 2012 | 53% |
| X Class | K. V. No-1 | C. B. S. E. Board | 2010 | 6.4 |

Hands-On Experience**Max Life Insurance Company Limited (Axis Bank Limited)**

Duration: 12th July 2023 to till date

Joined As: Associate Sales Manager

Promoted As: Sales Manager in July 2024

Job Responsibilities: Building Relationship, Providing Advice, Analysis Needs, Explaining Products, Meeting Customers, Following Policies, Achieving Targets, Stay Updated.

Aditya Birla Sunlife Insurance Company Limited as ABRO (HDFC Bank Ltd) Bancassurance

Duration: 2nd November 2020 to 30th June 2023

Job Responsibilities: Answered client question about the purpose and details of financial plans and strategies, Explained and documented for the clients the type of services to be provided & the responsibilities to be taken by personal financial adviser, profiled & analyzed investment products to develop customized financial strategies for client financial needs, evaluate lead obtain through direct referrals, lead database & cold calling.

HDB Financial Services (HDFC Bank Limited) as Sales Offices

Duration: 4th September 2019 to 17th October 2020

Job Responsibilities: Identified and solicited sale prospect in bank database, provide consistent quality customer service, maintain knowledge of all bank product and services & assist to resolve customer queries, Lead generation & Conversion, Ability to communicate.

Blue Consulting Private Limited, Noida, UP

Topic: A study on client satisfaction toward financial consulting services provided by Blue Consulting Pvt Limited

Duration: 5th June 2018 to 20th July 2018

Job Responsibilities: Finance & Account Outsourcing, Ability to communicate, Financial Reporting, GST, Analytical Ability, Tally Accounting.

Technical Skills

- Basic MS Office (Word, PowerPoint, Access).
- Good Understanding of the internet and related technologies.

Certification

- NIMS-Series-V-B: Mutual Fund Certification examination passed by 66%

Industrial Exposure

- Industrial Visit to Parle Biscuit Pvt Ltd. Sidcul Pantnagar, Rudrapur, Uttarakhand (Feb 2018)
Key Learning: Manufacturing Process, Plant Layout, Sales & Distribution channel etc.
- Industry visits to Secure Meter Ltd., Barotiwala, Baddi, Himanchal Pradesh (March 2018)
Kay Learning: Manufacturing Process, Job Order Management, Quality Management, Sales & Distribution channel etc.
- 6-month experience of Real Estate Industry (October 2016 to March 2017)

Conference / Workshop / Seminar attended.

- Attended and presented research paper in 22nd National Seminar Organized by FMS, SRMSCET Bareilly held on 7th Oct 2017.
- Attended life skill training conducted by GTT and NASSCOM foundation at FMS, SRMSCET Bareilly held on 16th Feb 2018.

Extra-Curricular Activities

- Secured 1st position in 'Business Quiz' in Management club activity SRMSCET Bareilly.
- Secured 1st position in 'Business Quiz' in Techmenia-2017 Organized by RBMI Bareilly (18th Nov 2017)
- Participated in AIMA Business Olympiad – 2018 in Lucknow
- Secured 2nd position in 'Quizathon 2018- The Business Quiz', Organized by RMA & Mascot Group Of Intitute Bareilly.
- Secured 2nd position in Synergy 2018 organized by LBSIMT Bareilly.
- Secured 2nd position in Symbosis in Paradigm 2018 organized by FMS SRMSCET Bareilly.
- Secured 3rd position in Uddyam The Business Plan Competition organized by KCMT Bareilly.

Hobbies

- Keep myself updated with current news.
- Reading magazines and newspapers.
- Endurance sports

References

- Mr. Ashish Tiwari (Branch Operation Manager) HDFC Bank Ltd
- Contact No: 8604539091
- Email: ashish.tiwari@hdfcbank.com

Personal Details

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|-----------------------|---------------------------------|
| Father's Name | Lt. Mr. Jagdeesh Chandra Shukla |
| Mother's Name | Mrs. Shashi Shukla |
| Date Of Birth | 15-02-1995 |
| Marital Status | Unmarried |
| Language | Hindi, English |
| Nationality | Indian |

Declaration

I hereby declare that the above-mentioned information is true to the best of my knowledge and belief.