

ABHISHEK SHINDE
MALE, DOB: JULY 27, 1988.

Mobile: +91-7709873524, +91-9098090717
Email: abhishek27.shinde@gmail.com

Current affairs, politics & economy enthuse, looking forward to teach competitive exam aspirants. PGDM in Marketing & BE in IT with 11 years of professional experience.

EXPERIENCE:

I have been making youtube videos on current affairs & economy for the last 3 years. 123 videos have been uploaded on youtube till now, link of the same is mentioned below.

<http://bit.ly/ConCallSeries>

PROFESSIONAL EXPERIENCE

Abinandan Higher Secondary School, Betma, Indore (January 2018 to Present)	
DESIGNATION	Director
KEY RESPONSIBILITY	<ul style="list-style-type: none">• Monitoring day to day activities of a school• Layout a growth plan for the upcoming session.• Making a budget for a year.• Managing the cash flow of the organization.• Planning & executing marketing & promotional activities.• Recruiting the teaching & non-teaching staff.

ICICI Bank Ltd, Mumbai (February-2016 to December 2017)	
DESIGNATION	Relationship Manager – Auto Loan (Manager - I)
KEY RESPONSIBILITY	<ul style="list-style-type: none">• Handling DDSA & DSA channels.• Achievement of budgeted targets.• Enabling business growth by developing and managing a network of channel partners across assigned territories.• Scheme management• Increase numeric reach by opening new dealers• Increasing visibility and presence through promotional activities• Managing customer centric operations and ensuring customer satisfaction by achieving service quality norms.• Lead a team of 8 people, designating portfolios.• Providing direction, motivation and training to sales team to ensure optimum performance.

DaiEi Papers, Bangalore. (June-2012 to January-2016)	
DESIGNATION	Sales & Marketing
KEY RESPONSIBILITY	<ul style="list-style-type: none">• Achievement of set targets (Value and Volume) for the accounts handled and ensuring customer retention.• Managing customer centric operations and ensuring customer satisfaction by achieving delivery and service quality norms.• Identifying improvement areas & implementing measures to maximise customer satisfaction levels.• Handling tender business.

	<ul style="list-style-type: none"> • Acting as point of contact between client & vendor. • Advertising, Branding and promotional activity in trade fair. • Regular submission of MIS report. • Gathering business intelligence through customer contacts.
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SCHOLASTIC RECORD

YEAR	COURSE	COLLEGE/ UNIVERSITY	SPECIALIZATION	PERCENTAGE
2012	PGDM	Balaji Institute of Management and HRD, Pune	Marketing	64.00
2009	B.E.	Rishiraj Institute of Technology, Indore	IT	68.16
2005	12 th (H.S.C)	Kasera Bazar Vidya Niketan, Indore	PCM	65.78
2003	10 th (S.S.C)	Kasera Bazar Vidya Niketan, Indore	Science	69.20

OTHER DETAILS

Language	English, Hindi & Marathi
Passport	Yes
Address	C 601, Green Valley, Kanadiya Road, Indore