

# DIVYA THAKUR

## PROFILE

Goal-oriented and solutions-focused professional with an experience of two years. Strong leadership and management skills.

Splendid communication and articulation skills wrapping up a capability in producing worthy results even under time constraints and scarcity of resources.

## CONTACT

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## EXPERIENCE

### RELATIONSHIP MANAGER- BUSINESS BANKING WORKING CAPITAL

HDFC BANK LTD. | MAY 2019 - PRESENT DATE

- Analyzed businesses with respect of their growth, sales, margins, management etc to conclude whether the business stands strong enough to provide Working capital funds
- Bested the competitors in order to on-boarding quality customers with the bank and provide them the best of facilities
- Acted as the primary Credit Managers of the Bank and filter weaker businesses
- Provided post sale services to the customers and developed relationship to look for other opportunities
- Managed a portfolio over Rs 500 Crores

### WEALTH MANAGER

PURNARTHA INVESTMENT ADVISORS PVT. LTD. | APR 2018 - APR 2019

- Catered the company's Financial Investment advisory, a Consultative selling to HNI's, UHNI's and NRIs prospects
- Used various terminals like Bloomberg, Ibef which provides real-time financial data, news feeds, messages for real time check of the Indian Stock Market.
- Investment Management: Advised investors to purchase manage and trade various securities
- Built and maintained healthy relationship with the customer and enhancing customer satisfaction.
- Analyzed the market risk that an investor is taking and his risk ability henceforth setting the limit to the amount of capital to avoid bad trade

### MARKETING INTERN

TOCH | APR 2017 - JUN 2017

- Conducted Competitor Analysis for TOCH, keeping record of both national and international players
- Examined the social media presence of the company and devised strategies to improve its online visibility vis-à-vis competitors
- Collaborated with new designers and contacted with new prospective clients
- Made Collaborative Marketing Plans for clients like Rocky S to release of their latest collection

## EDUCATION

### POST GRADUATE PROGRAM IN MANAGEMENT

INDIAN INSTITUTE OF MANAGEMENT RAIPUR |

2016 - 2018

CGPA: 5.78

## BACHELORS IN SCIENCE

MAHARANI LAKSHMI BAI COLLEGE | 2012 - 2015  
PERCENTAGE: 62.2

## HIGHER SECONDARY

WORLD WAY INTERNATIONAL SCHOOL | 2012  
PERCENTAGE: 62.2

## LEADERSHIP ROLES

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### CORE TEAM MEMBER

EQUINOX 7- IIM RAIPUR | 2017

- Member of the Sponsorship Team of the event and brought in sponsors like Theater Chain, TVS motors, LG Electrical etc.
- Created Digital Media Marketing Campaigns for the event and made supporting Video and Text content
- Planned and executed Offline Promotion Activities for the event at various shopping malls and educational institutions located in the Raipur district

### EXECUTIVE MEMBER

CULTURAL & SPORTS CLUB | 2016 - 2017

- Organized many Cultural Events like Cultural Night, Cultural Festivals like Diwali and Holi etc.
- Organized Sports Events like Sports Week in the college and promoted the participation of students in Inter-college Tournaments
- Managed the college events like Independence Day, Republic Day, Freshers' and Farewell etc.

### HEAD GIRL

WORLD WAY INTERNATIONAL SCHOOL | 2011 - 2012

- Led the school in the National Cultural Festival of Children (2011)
- Organized school level events like Republic Day, Sports Festival among and other events
- Coordinated inter-school competitions like Science Quiz as a representative of the host Institute

## SKILLS & CERTIFICATES

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- SEO & SMO
- MS Office
- Team Management
- Public Speaking

## AWARDS & ACHIEVEMENTS

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- Runners-up in Table Tennis at Division Level Sports Competition, Bhopal in the year 2015
- Finalist (M.P. team) at the 8th Senior National Dodgeball Championship, Nashik in the year 2013
- Represented RCC team at the Senior M.P. State Basketball Championship organized by M.P. Basketball Association, Bhopal (2012 & 2014)
- Attended 'Consulting Decaffeinated' workshop conducted by Backspace Consulting LLP in IIM Raipur, 2016

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