



ISHIKA JAIN

+91-7417727742

ishkjain14@gmail.com

Agra, Uttar Pradesh

ABOUT

As a recent MBA Post Graduate in Finance & IT . I am eager to bring my fresh perspective and strong analytical skills to a dynamic organization. My comprehensive education has equipped me with a deep understanding of their applications in optimizing business operations and financial aspects. I am enthusiastic about beginning my career in a reputed organization where I can contribute to achieving organizational goals and gaining valuable professional experience.

WORK EXPERIENCE

Network 18 Media & Investment Ltd. | Account Manager Jaipur - November 2024 - Till Present

- Handling Sales & Marketing, Liasoning with private sector. Planning marketing activities in conjunction with company growth plan & working out strategies to execute the plan. Complete planning & analysis to be done for every segment to increase revenue & achieve target.
 - Spearheading the development of program strategies and analysis for clients (e.g., target audience recommendation, geographic targeting, timing/scheduling strategy). Providing creative solutions to client challenges. Develop the brand strategy and marketing, communication plans to build the brand awareness.
 - Serving as a crucial source for thought leadership on all things digital. Deploying appropriate technology platforms to find and engage with key target audience segments. Prepare and deliver appropriate presentations on products and services. Create frequent reviews and reports with sales and financial data.
 - Ensure the availability of stock for sales and demonstrations. Negotiate deals and handle complaints. Participate on behalf of the company in exhibitions or conferences. Develop and Monitor good association with the Regional Corporates, as well as Retail clients.
-

Enterr10 Television Pvt. Ltd. | Sales Operations Executive Gurgaon - Mar 2024 - August 2024

- Strategically developed and executed advertising campaigns for prominent TV channels, including Dangal and Bhojpuri Cinema.
- Cultivated and sustained strong relationships with key clients and big brands, focusing on maximizing revenue potential for the network.
- Proactively identified new sales opportunities by analyzing market trends and focus on to deliver optimal solutions to clients, ensuring a solid and satisfied client base.

Internships

India Post Payment Bank | Finance and Operations

Executive (Feb 2023-May 2023)

- Utilized Micro ATM software for seamless transaction processing and account-related services.
- Conducted cross-selling of financial products, enhancing revenue streams and customer engagement.
- Facilitated the opening of Premium Savings Accounts and guided customers through the process.
- Processed registrations for Individual Business Correspondents (IBCs) and assisted in onboarding.
- Assisted customers with IIBF Certification registration to support financial literacy and compliance.
- Opened merchant accounts, enabling businesses to conduct digital transactions.
- Helped customers register for mobile banking, improving accessibility to financial services.
- Managed child enrollment and mobile number updates in Aadhar cards to ensure seamless KYC compliance.
- Prioritized and organized tasks to achieve service goals efficiently.
- Resolved customer concerns promptly with knowledgeable and proactive service.
- Demonstrated strong telephone etiquette, handling inquiries and escalations professionally.
- Delivered excellent customer service in both face-to-face and remote interactions, fostering trust and satisfaction.
- Executed daily financial operations with accuracy and efficiency, ensuring seamless banking activities.
- Ensured compliance with operational guidelines and regulatory standards, maintaining banking integrity.
- Managed back-end banking operations, including documentation, insurance policy support, and customer service functions.
- Engaged with customers using strong interpersonal skills, providing financial guidance and support.
- Addressed customer inquiries and provided accurate financial product information, enhancing service efficiency.
- Facilitated account setup and activation, ensuring proper documentation and compliance.
- Organized financial literacy campaigns and awareness events to educate customers on banking services.
- Collected and analyzed data to assess campaign effectiveness and customer engagement.

Achievements

- Certificate in E-Poster Making,
"Bankonomics" Symbiosis College
of Arts and Commerce
-

EDUCATION

ICFAI University (IBS)- Jaipur | 2022-2024

Master's In Business Administration (Finance)

Dr.Bhim Rao Ambedkar University - Agra | 2019-2022

Bachelors of Commerce

Certifications

- SEBI-Investor Certificate Examination
 - Certificate in Tally.ERP9+TallyPrime+GST+TDS+MS-EXCEL.(Pursuing)
 - Certification in The Complete Course of Financial Analyst by Udemy. (Pursuing)
 - Certificate in Mastering the Art of Data Visualization.
 - Finance Fundamentals by Bloomberg.
 - Certificate in Selling Skills by Yeshasvi Bhav (Issued: July, 2023).
 - BSE Investors Fund by ALS (Issued: Dec, 2022).
 - Commodity Derivatives Market by National Commodity & Derivative Exchange Limited (Issued: Nov, 2022).
 - Trader's Acceleration Program-India Hedge (Issued: Nov, 2022).
 - Advance Excel from Learnx.
 - Digital Marketing & Graphic Designing.
-

Hard Skill

- MS-Office Suit/G-Suite
- Data Analysis

Soft Skill

- Observation
 - Decision making
 - Communication
 - Multi-tasking
 - leadership
 - Canva
 - Team Collaboration
 - Photoshop
 - Corel Draw
 - Innovative and Creative Skills
 - Punctuality
 - Patience
 - Hard working
-

Personal Details

Father's Name : Mr. Anil Kumar Jain

DOB : 05-05-2001

Permanent Address : F-735 Kamla Nagar, Agra, Uttar Pradesh

Languages Spoken : English & Hindi
