

## Full Name

Address

[linkedin.com/in/username/](https://www.linkedin.com/in/username/)

An MBA from IIM with a specialization in Strategy and Marketing. Highly motivated and results-driven professional with 2 years of experience in wealth management assets. Skilled in developing innovative analytical solutions that improve business outcomes and drive revenue growth. Dedicated to managing the product development lifecycle to ensure optimal profitability and mitigate risk. Adept at cross-functional collaboration and stakeholder management, with a strong track record of delivering insights and recommendations that drive business decisions. Skilled at coordinating initiatives and building partnerships in fast-paced, entrepreneurial environments. Committed to leveraging extensive retail asset industry experience to lead innovations and develop analytics solutions that drive business success.

### Core Competencies

Business/Data Analytics | Business Development | Business Strategy and Planning | Bringing Clarity to the Team | Business Acumen | Risk Assessment and Management | Problem Solving | Forecasting and Modeling | Predictive Modeling | Ability to Lead Questions & Define Growth Initiatives | Competitive and Industry Analysis | Adhering to Regulatory Standards | Project Management Experience | Recommending Changes in Business Strategy | Analyzing Product Portfolio | Go to Market Strategy | Project Management | Exceptional Communication Skills | Stakeholder Management | Ability to Work Cross-Functionally & Collaborate with Product & Finance | Customer Insights | Time Management | Critical Thinking Ability | Negotiation Skills

### Professional Experience

#### **PRODUCT MANAGER, Wealth Management- Retail Assets, ICICI Bank | Mumbai, India April 2023– Present**

*Strategically Orchestrated Growth Initiatives, Leading Cross-Functional Teams, and Driving Data-Driven Results*

- Managed Wealth Management asset portfolio worth **\$1900 billion** with **18 lakhs+** active customers and **4500+** RMs Pan India
- **Coordinated** across teams to **structure business strategies & growth plan** to increase **20% asset sales** and **31% revenue**
- **Conducted 50+ product trainings Pan India** for RMs to bridge knowledge gap and encourage strong customer relationship
- **Organized 5+** customer engagement events for Education Loan **fostering 70% instant login sanction** success rate
- **Executed** enablers for relationship managers like FAQs, one pager pitches and knowledge bytes for **high product activation**
- **Leveraged data insights** to refine business growth strategies to **increase 20%** product activation of relationship managers

### Internship Experience

#### **PRODUCT MANAGER – Mortgage Product, ICICI Bank | Mumbai, India April 2022 – Jun 2022**

*Oversaw the development of training application & strategies to maximize sales team productivity*

- Formulated **strategies to maximize the sales** productivity from **2 Cr to 5 Cr** and also increase **NPS score** from **55 to 70**
- **Interviewed 70+ employees**, prepared **survey questionnaires** and visited **7+ ICICI** and **competitor bank branches**
- Performed industry wide **competitive analysis** to increase productivity of **BSMs and RMs** within **3 months of joining**
- Devised a **strategic plan** with recommendations like **Pomodoro technique, on the job training and product pitch app**

### Achievements & Extra Co Curriculars

- Won **50+ trophies** and **70+ certificates** in various inter and intra school & college competitions like debate, extempore etc
- Awarded as the **National Finalist** of the **Marketing Case competition** organized by Marque Club, IIM Rohtak
- Secured **Runner-Up position** in **National Level Sumer Project Contest** by Avartan, NITIE Mumbai
- IIM Rohtak **Campus winners** of **First National Governance Case Competition**, Govt of Haryana, India
- Titled with **Miss Fresher, Miss St Thomas** and **All Rounder Student** in college and school
- Elected **Placement coordinator** of 12-member committee, responsible for placements of **900+ students** of **3 batches**

### Educational & Professional Background

**Master of Business Administration**, Indian Institute of Management Rohtak, Haryana, India | Mar 2023

**Bachelor of Commerce, Computer Science**, Bhopal School of Social Sciences, Bhopal, India | May 2020

### Tools & Skills

Microsoft Office Suite (Word, Excel, PowerPoint, Power BI & Outlook)

# Resume Pointers (What You Can Include)

## Academics

- 10th / 12th / Graduation marks or CGPA
- Academic ranks or merit list
- Scholarships or fellowships
- Olympiads or academic competitions
- Entrance exam scores (CAT, GMAT, GRE etc.)
- Research papers or publications
- Academic or live industry projects
- Certifications / online courses

## Work Experience

- Full-time roles
- Internships
- Part-time work
- Freelancing projects
- Entrepreneurial ventures / startups
- Teaching or tutoring
- Consulting or research projects
- Trainee / management trainee roles

## Positions of Responsibility (PORs)

- Student council roles
- Club or society leadership
- Class representative
- Head boy / head girl
- Event organizer or fest coordinator
- Campus ambassador
- Committee member (placement/cultural/academic)
- NGO leadership roles

## Achievements & Awards

- Academic awards
- Corporate performance awards
- Competition wins
- Case competition finalist/winner
- Scholarships or grants
- Leadership recognitions
- Hackathons or innovation challenges

## Extracurricular Activities

- Music / dance / theatre
- Debating / public speaking
- Quizzing
- Case competitions
- Content creation / blogging
- Anchoring / stage hosting
- Photography / creative arts
- Workshops or conferences

## Sports

- School/college team representation
- District/state/national level participation
- Sports competition achievements
- Marathons / fitness challenges
- Team sports leadership

## Social Impact & Volunteering

- NGO volunteering
- CSR initiatives
- Community service
- Fundraising campaigns
- Teaching underprivileged students
- Environmental initiatives

## Skills

- Technical: Excel, SQL, Python, Tableau, Analytics tools
- Professional: Leadership, communication, problem solving, stakeholder management

## Personal Interests

- Travel / vlogging
- Writing / blogging
- Reading
- Entrepreneurship
- Technology trends
- Creative hobbies

## CHATGPT Prompt

### Hey Chatgpt, generate Resume Points from Job Description

Act as an expert resume writer and recruiter.

I will provide:

1. A job description
2. My current resume or experience details

Your task is to:

1. Analyse the job description and identify the **top skills, responsibilities, and keywords** the employer is looking for.
2. Match my experience with those requirements.
3. Generate **strong resume bullet points tailored to the job description.**
4. Each bullet point should follow this structure:  
**Action Verb + Task + Tools/Skills + Measurable Impact (numbers if possible).**
5. Use **power verbs** and make the points **ATS-friendly**.

6. Keep each bullet point **1–2 lines maximum**.

7. Suggest **5–8 optimized bullet points** that I can directly add to my resume.

Also provide:

- A list of **keywords from the job description** that should be included in my resume for ATS optimization.

Job Description:  
[Paste JD here]

My Experience / Resume Details:  
[Paste your current resume or work experience here]

### Resume Power Verbs

Category	Power Verbs
Leadership & Management	Led, Directed, Spearheaded, Managed, Coordinated, Supervised, Mentored, Guided, Oversaw, Delegated, Facilitated, Orchestrated, Executed
Achievement & Impact	Achieved, Delivered, Exceeded, Improved, Increased, Boosted, Generated, Enhanced, Accelerated, Maximized, Reduced, Optimized, Strengthened
›Strategy & Initiative	Developed, Designed, Formulated, Conceptualized, Initiated, Planned, Strategized, Launched, Implemented, Established, Built, Created
Analysis & Problem Solving	Analyzed, Evaluated, Assessed, Investigated, Identified, Diagnosed, Forecasted, Modeled, Interpreted, Researched, Examined
Communication & Collaboration	Collaborated, Communicated, Presented, Negotiated, Partnered, Liaised, Influenced, Coordinated, Facilitated, Engaged
Project & Execution	Executed, Delivered, Implemented, Organized, Administered, Streamlined, Maintained, Managed, Coordinated
Creativity & Innovation	Innovated, Revamped, Reimagined, Redesigned, Pioneered, Transformed, Modernized, Engineered
Growth & Business Development	Expanded, Scaled, Generated, Acquired, Captured, Grew, Penetrated, Accelerated, Monetized

## Power Verb List

Category	Power Verbs
<b>Leadership &amp; Management</b>	Led, Supervised, Directed, Mentored, Coordinated, Managed, Oversaw, Spearheaded, Organized, Facilitated, Chaired, Delegated, Executed, Guided, Coached, Mobilized, Orchestrated, Piloted, Shaped
<b>Strategy &amp; Innovation</b>	Developed, Devised, Conceptualized, Formulated, Designed, Initiated, Innovated, Pioneered, Crafted, Transformed, Restructured, Streamlined, Revamped, Reinvented, Improved, Reengineered
<b>Results &amp; Impact</b>	Achieved, Exceeded, Accelerated, Delivered, Generated, Increased, Reduced, Enhanced, Boosted, Maximized, Expanded, Optimized, Strengthened, Amplified, Outperformed, Elevated, Drove
<b>Collaboration &amp; Communication</b>	Collaborated, Partnered, Liaised, Communicated, Presented, Negotiated, Advocated, Facilitated, Influenced, Convinced, Advised, Consulted, Networked, Supported, Engaged, Coordinated
<b>Analysis &amp; Research</b>	Analyzed, Assessed, Evaluated, Identified, Investigated, Researched, Measured, Quantified, Mapped, Examined, Diagnosed, Forecasted, Synthesized, Verified, Audited, Compared, Reviewed
<b>Problem Solving &amp; Decision Making</b>	Resolved, Solved, Simplified, Prioritized, Streamlined, Eliminated, Determined, Diagnosed, Engineered, Rectified, Overhauled, Improved, Enhanced, Addressed, Overcame
<b>Technical &amp; Product Management</b>	Built, Designed, Launched, Deployed, Implemented, Programmed, Configured, Tested, Automated, Integrated, Customized, Debugged, Upgraded, Modeled, Monitored, Documented
<b>Customer &amp; Stakeholder Focus</b>	Advised, Educated, Trained, Onboarded, Supported, Counseled, Clarified, Demonstrated, Delivered, Guided, Resolved, Engaged, Retained, Strengthened relationships
<b>Creativity &amp; Marketing</b>	Created, Conceptualized, Composed, Produced, Designed, Curated, Illustrated, Marketed, Promoted, Publicized, Storyboarded, Scripted, Developed campaigns, Innovated, Revitalized
<b>Execution &amp; Operations</b>	Executed, Administered, Organized, Planned, Scheduled, Processed, Streamlined, Controlled, Implemented, Monitored, Operated, Standardized, Regulated, Documented