

CURRICULUM VITAE OF SHRINIVAS GOKHALE



LinkedIn Profile:

<https://www.linkedin.com/in/shrinivas-gokhale-16b70921/>

Email:

shrinivasgokhale@gmail.com

Contact Numbers:

+ 91 98817 70741
+ 91 98203 51507

Permanent Address:

At Post: Khadpoli,
Tal: Chiplun,
Dist: Ratnagiri, 415603

Computer Know how:

MS office: Expert
Internet: Expert
Google Tools: Expert
Social Media: Expert
SPSS: Beginner
Website Development: Beginner

Personal Information

Birth date: 23/04/1982
Sex: Male
Nationality: Indian
Marital Status: Married
Languages: English, Hindi, Marathi

Brief Profile

- MMS/MBA - Marketing professional with a sound academic background and an excellent exposure to Investment Banking, PE/VC community, Banking & Financial Services industry with organizations like VCCircle, Dow Jones, NewsCorp, HSBC Bank, Standard Chartered Bank, Bank of America, CFCI. Etc.
- Currently working as an Assistant Professor at NE Society's Institute of Management Studies and mentoring the future managers.

Educational Qualification

- 2009-2011 **MMS/MBA - MARKETING**
Vishwkarma Sahjeevann Institute of Management, Mumbai University
- 2001-2004 **Graduation (Commerce – Management)**
D. B. J. College, Chiplun, Mumbai University
- 1999-2001 **XIIth H.S.C. (Commerce)**
D. B. J. College, Chiplun, Maharashtra Board
- 1998-1999 **Xth S.S.C.**
M. L. B. H. Vidya Niketan, High School, Guhagar, Maharashtra Board

Additional Qualification

- Successfully completed Certificate of Excellence in Digital Marketing in association with The Digital Marketing Association, United Kingdom and Microsoft IT Academy. Program Recognition No - EPDM160304
Certificate No:- 201605DM3550
- Successfully completed 'The Online Marketing Fundamentals' certification from Google Digital Garage

Domain Expertise – Teaching, Mentoring, Client Servicing, Client Relationship Management, MIS, Business Research, Strategy formulation, Marketing communication, Digital Marketing, Marketing Research, Business Intelligence, Business Analytics

- Practising participative teaching methods for the students
- Thorough understanding of Pre Sales and Post sales activities and other business practices
- Headed Client Relations Desk at VCCEdge
- MIS Reporting & Data Analysis
- Business Research

Employment History

- **Assistant Professor** at **Institute of Management Studies, Chiplun** (January'2015-till date)
- **Head – Client Relations** at **VCCircle, a NewsCorp Company** (April'2015-December'2015)
- **Manager – Client Relations** at **VCCEdge** (November'2013-March'2015)
- **Senior Associate – Business Development & Client Relations** at **VCCEdge** (May'2011-November'2013)
- **Summer Internship** at **IMRB International** (May'2010 – June'2010) Market Research
- **Liquidity Officer** at **HSBC Bank, Mumbai** (May'2008-Jan'2009)
- **Finance Assistant** at **Standard Chartered Bank, Mumbai** (Jul'2007-May'2008)
- **Senior Process Associate** at **Countrywide Financial Corporation, Mumbai** (Oct'2005-Jul'2007)

CURRICULUM VITAE OF SHRINIVAS GOKHALE

Job Title & Tenure	Key Deliverables
Assistant Professor Marketing at NE Society's Institute of Management Studies (Jan' 2015 till date)	# Mentoring and students on subjects like E Commerce, Digital Marketing, Digital Transformation, Logistics & Supply Chain Management, Advertising, Branding, Entrepreneurship # Conducted Personality Development workshops # University Examination Paper Setter and Moderator # Heading IQAC and part of Examination Committee # MIS reporting
Manager & Head Client Relations – At VCCEdge, a NewsCorp Company (Nov' 2013 – Dec' 2015)	# Headed Client Relations desk for all VCCEdge clients # responsible of driving Client Relation & Retention Business for VCCEdge Clientele across the globe # Formulation & implementation of Client Retention Strategies # Lead a team of 10 Sales people and 100 analysts at VCCEdge # Strategy formulation for New Product development # Marketing communication i.e. content writing for brochures, banners, Ads, etc # MIS Reporting
Assistant Manager – Business Development & Client Relations at VCCEdge, a NewsCorp Company (May' 2011– Nov' 2013)	# Generate relevant leads and schedule meetings with Senior Management level people from Investment Banks & Private Equity Fund Houses # Educate the prospective and existing clients about VCCEdge platform through presentations, demos, etc # Industry research # Instrumental in setting up Client Relations desk for VCCEdge clients
Summer Internship Project at IMRB International (May' 2010 – Jun' 2010)	# Successfully completed 2 months Summer Internship Project at a renown Market Research Company, IMRB International at it's Pune field office # Project Title - Competition Mapping of different Internet Service Providers for Bharati Airtel # Objective - To measure the customer satisfaction level of Internet Broadband Service Providers in Pune region for Bharati Airtel
Liquidity Officer at Kelly Services deputed at HSBC Bank Payments & Cash Management Department (May' 2008 – Jan' 2009)	# Liaise with Relationship Managers & PCM Department for the booking of Corporate Term Deposits of HSBC's Corporate Clients # Generate & circulate 'All India Corporate Term Deposit Rate Sheet' for HSBC Bank branches across India # Prepare MIS Reports # Analyze the trends in Deposit bookings and update the Relationship Managers, PCM and Treasury Departments with daily, weekly reports & Presentations
Finance Assistant at RGP Pvt Ltd deputed at Standard Chartered Bank (Jul' 2007 – May' 2008)	# Prepare MIS Reports for Consumer Banking – Finance Department # Liaise with SME & Mortgage teams for the daily product performance # Prepare MIS Reports for SME & Mortgage teams on daily basis # Analyze the trends in various SME & Mortgage products and update senior level management about the same through MIS reports and presentations # Provide financial data to SME & Mortgage teams whenever required
Sr Process Associate at Countrywide Financial Corporation Pvt Ltd (Bank of America) (Oct' 2005 – Jul' 2007)	# Handling queries of US Mortgage Clients # Prepare MIS Reports for the process # Monitor & delegate the process queues for the Team # Coordinate with Business Managers to identify areas of improvement # Counsel & motivate the Team members to achieve & exceed the target # Handle Process calls and Quality Assurance calls with US Teams

Declaration: I hereby declare that the information mentioned above is true and can be verified as and when needed from respective sources.

Shrinivas Gokhale