



SHASHI SHEKHAR RAY

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Work Experience

8/2020 - Present **MT-Corporate Sales Group**
ICICI Lombard GIC, Chennai
Maintaining relationships with the existing clients
Bringing New Business
Analysing risk of the business and maintaining a healthy combined ration for the portfolio.

5/2019 - 6/2019 **Intern-Marketing and Sales**
IDBI Federal Life Insurance, Kolkata
Generated 8 leads and gave a business worth 50000
Project-Consumer Perception about Life Insurance industry and various marketing Strategies applied in this sector

5/2016 - 6/2016 **Intern**
INDIAN OIL Corporation Limited, Kolkata
Project- Piping System at Indian Oil.
Responsibilities:
a. Researching on the current system used and ways of improvement
b. Understanding the budget allocation for various new projects in Indian Oil Depos

Education

2018 **MBA: Marketing and Business Analytics**
KIIT School of Management, Bhubaneswar

- Graduated with 7.7 CGPA
- Member of NSS and Operations Club
- Winner of Qriosity (Marketing Quiz) at the 5th Annual Student's Conclave of KSRM
- Member of organising team of KIIT Fest 2019 and Hospitality team of Konfident Program 2019

2014 **Btech: Mechanical Engineering**
KIIT, Bhubaneswar

- Graduated with 7.7 CGPA

2012 **Std.XII: Science**
Kendriya Vidyalaya Santragachi-2014-Received 79.4%

2010 **Std X**
Kendriya Vidyalaya Santragachi-2014-Received 9.8 CGPA

Certifications

- Excel Skills for Busines Specialisation-Macquarie University(Coursera)
- The Complete Tableau Bootcamp for Data Visualisation(Udemy)
- Introduction to Data Science in Python Course(Coursera)
- SQL for Data Science Course(Coursera)

Acheivements/Interests

- Received 2nd highest award(Rajya Puraskar) of Bharat Scouts & Guides, 2010
- National Level Yoga Athlete during 2009-2012
- Hobbies include Painting, Travelling
- Worked for various social causes like cleanliness drives in rural areas and teaching kids

Home Address-Shukbash Apartment. Pakurtala, Andul Road, Duillya, Howrah-711302

About

An engineer and an MBA graduate. Go Getter. Specialised in Marketing and Business Analytics.Looking for opportunities as a Analyst-Sales and Marketing/Product Manager

Skills

Tableau
SQL
Python
Microsoft Excel
R Programming
Microsoft Powerpiont

Languages

English
Hindi
Bengali