

Pranav Kulshrestha

MBA Tech (2012 Batch)
B.Tech (Information Technology)
5 year integrated B.tech + MBA
NMIMS University, Mumbai

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Overview

An experienced working professional with managerial background. Completed 5 years dual degree programme in B.tech in Information Technology and MBA in technology management from NMIMS University, Mumbai in 2012. Online certifications in financial technology and product management. More than 4 years of on the job experience in Banking, Wealth Management, Capital Markets, Software Technology and Web Development Industries.

EdX Platform Learning Modules[15/02/2020 – 20/04/2020]: Introduction to Fintech : An Elaborate Collection of Learning Modules for Fintech, Blockchain Technology and Regtech Industry certified by Hong Kong University.

Udemy (Product Management Module) [10/03/2020 – 20/05/2020] : Elaborate course on Product Management Fundamentals to manage the full lifecycle of products and services to create exceptional customer value, generate long term competitive advantage and deliver year-after-year profitability.

Work Experience

Redvision Computer Technologies pvt ltd) Indore (M.P) : Software Consultant / Business Development Manager [02/12/2019 – 20/03/2020],)

- A complete Wealth Management Technology solution provider ranging from ERP solutions, Mobile Application, Financial Websites and Robo Advisors.
- Activated Client list by 80% and increased sales of product by 30% to IFAs and Wealth Management Companies

RBL Bank Ltd (Pune) – Fastest Growing Mid segment bank

Insignia Relationship Manager- Sr. Manager Grade [October 2016 – August 2017]

- Wealth Management Services: Investment Advisory, Portfolio Management and Financial Planning-25 Crore of Portfolio Book Size.
- Other Banking products and services like Business Banking, Net banking on saving and corporate accounts, forex services. Digital Banking initiatives like new Application launch and promotion.
- Improved Business for New Investments gone up by 40% and Customer Interaction gone up by 60%.

ICICI Bank Ltd (Pune) – LinkedIn Top 10 Companies to work

Relationship Manager(M1)- Wealth Management Banking, Pune Cluster [May2015 – August 2016]

- Banking for HNI customers of the bank. Managed a book size of 25 Crores. Recruited as M1 Manager Grade. Managing various technology platforms to process data for internal use and clients.
- Business MIS Management for designated Client Base, Marketing of Digital Products and Promotions. Exceptional performance with 100% product coverage and 60% growth in sales from designated clients.

Internships and Other engagements

- Online Ecommerce for Naaptol pvt ltd as category manager (Fashion and lifestyle products) - Online catalogue curation and product merchandising.
- Technical Internship - Horizoncore Infoway pvt ltd, Ahmedabad Developed Online Solution for ecommerce business on MySQL server, using linux apache mysql framework (LAMP Architecture)
- Shabdotsav 2017, Pune – Sponsored event as RBL Bank Ltd, gathering of leading author across the country and book reading sessions.

- CFA Society India Member : Attend CFA society india sessions regularly both venue based and online webinars.
- Cyclothon 2017, Pune : Participated in cyclothon in pune city intended to spread awareness for girl child education, also an active 10k marathon runner and active trekker.

Education

- MBA in Technology Management –Mukesh Patel School of Technology Management and Engineering, NMIMS University, Mumbai – 2.9/4 GPA (5 Year dual degree course)
- B.Tech in Information Technology- Mukesh Patel School of Technology Management and Engineering, NMIMS University, Mumbai – 2.8 /4 GPA (5 Year dual degree course 2007-2012)
- SSC CBSE Board – Guru Harkrishan Public School, Indore – 82% with 95% in Science and Maths -2007
- HSC CBSE Board- Guru Harkrishan Public School, Indore – 82% with 97% in Science and Maths- 2005