

## CONTACT

### ANJALI MISHRA

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## OBJECTIVE

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- 1-A challenging position in a progressive organization that will utilize my talents and provides me with an opportunity for personal and professional growth.
- 2-Hardworking and Dedicated individual with best knowledge and experience in the field of management. Well versed with market research and excellence in creating brand awareness

## EXPERIENCE

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**From-01/7/2022**  
**To-31/9/2022**

Recruiter Intern-  
[Quess Corp Private limited](#)

- Work on open positions, reach out to prospective candidates using Naukri/LinkedIn via phone calls.
- Demonstrate the use of multiple channels in sourcing by attracting candidates through networking, direct approach, referrals, university relations, etc.
- Meet established metrics for sourcing, schedule job interviews and assist in the interview process.
- Complete and mail out offer letters.
- Involved on boarding process of employee and induction.
- Design training calendar

**From- 15/3/2023**  
**To-10/9/2023**

Marketing & Sales (Campus placement)  
[Caratlane a tanishq partnership](#)

- Learned Segmentation Targeting and Positioning (STP) Process, applied it and reached to the targeted audience accordingly.
- Learned How to tackle different customers in a practical world.
- Collecting and analyzing data to identify the customer trends

**From-18/9/2023**  
**To-30/11/2024**

Customer relationship manager  
[CoveYou insurance broker](#)

- Build and improve relationships with customers, key suppliers and partners.
- Review company practices to ensure clients get maximum satisfaction from their Purchases.
- Identify potential opportunities and inform the sales team to follow up.
- Educate and inform clients about the company's products, services and special offer.
- Attend to client complaints and resolve issues promptly.

## EDUCATION

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2016	10 <sup>th</sup> from Shanti Agarwal Vidhya mandir, with 74.6 % academic record.
2018	12 <sup>th</sup> from RBL Inter College, Bareilly with 60.0 % academic record
2018-2021	Bachelor in Business Administration (BBA) from Bareilly College, Bareilly With 74 % academic record.
2021-2023	Master in Business Administration (MBA) with Dual specialization in HR & Marketing From Invertis University, Bareilly with 78% academic record

## SKILLS

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- Solve problems across multiple platforms
- Decision making
- Team building
- Sales
- MS Excel
- MS Word

## PROJECTS

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### **Consumer Buying Behavior and Perception towards Equity Mutual Funds**

The Purpose of this project is to analyze the investing patterns of the customers.

We learned about the various type mutual funds and strategies of how to invest to gain profit.

An idea to explore where the customers want to invest in Short Term Long Term.

## ACHIEVEMENTS & AWARDS

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- As per excellent performance i have multiple awards and achievements 1- Risingstar 2-star of the month

## INTERESTS

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- Playing indoor games
- Reading Books
- Singing
- Badminton
- Designing
- MarketingSales

## ACTIVITIES

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Travelling and exploring new things

Volunteered for social initiatives like blood donation camp

## LANGUAGES

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- Hindi
- English

## PERSONAL DETAILS

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- Date of Birth : 22/12/2000
- Marital Status : Single
- Nationality : Indian

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**ANJALI MISHRA**