AAKANKSHA RATHORE

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Mob: 8890971706

PROFESSIONAL SUMMARY

A Dynamic, Result Oriented & self-motivated professional with 10+ years of experience across different domains & roles in Training and Placement, corporate relations, Sales and marketing, client relations, portfolio management. Sophisticated in communicating and collaborating effectively with internal and external stakeholders for desired outcomes.

SKILLS

- PEOPLE MANAGEMENT
- PROJECT MANAGEMENT
- NETWORKING & RELATIONSHIP BUILDING
- INTERPERSONAL SKILLS
- TEAM MANAGEMENT
- STRATEGY & DECISION MAKING
- ADAPTIBILITY

PROFESSIONAL EXPERIENCE

Amity University Rajasthan
Senior Manager - Corporate Resource Centre **August 2016 – Present**

- Handling Placements and Internships of Students of Management, Engineering, Mass Communication, Fine Arts, Psychology, Hotel Management.
- Tapping the market and connecting with organizations form diversified sectors to explore best of the opportunities for our students across various domains specific to their courses.
- Connecting with the campus HR team on a regular basis and interact with them to understand the job profiles, compensation package, KRA's etc which we can offer our students.

- Inviting the company officials and coordinating the end-to-end campus drives process at the university.
- Assisted different companies in recruiting candidates as per their requirements.
- Coordinating with the onboarding team of the organizations for smooth joining of our students.
- Helping the students with the documentation submission for completing the BGV formalities of the organizations.
- Developing placement module which provides guidance and preparation to the students for campus placement.
- Organized placement training for the students and made them ready for interviews and group discussion.
- Counseling and guiding the students as per the industry standards and job profiles.
- Organizing Industry visits, Guest Lectures, workshops, and seminars for the students.
- Built and maintained relationships with students to discover skills and preferences and accordingly plan for their mock GD& interview sessions.
- Organizing events like- HR Conclave, Talent Hunt, RJ Face, Alumni Meet.
- Sourcing and screening of resume/ profiles to find the right candidature for our internal requirements.
- Taking interviews of the shortlisted candidates.
- Preparing a Tour Plan and visiting the local as well as Outstation Corporate officials for exploring engaging opportunities with them.
- Achievements:

- Increased the placement percentage of students of Management, mass communication, psychology, hotel management from 60% to 90%.
- Raised the Average salary benchmark from 3.0 LPA To 5.0 LPA.
- Placed Students in Mnc's & Fortune 500 Groups Like: DE Shaw, Deustche Bank, Ogilvy & Mather, GBM, Cohn & Wolfe, Lowe Lintas, DDB Mudra, Witzcraft, Balaji Telefilms, ZEE Media, India Today Group, Rohit Kamra, Koovs, Manish Arora, Hilton Hotel, CCD, Taj Oberoi, Crowne Plaza, Fortis Healthcare, Medanta, Artemis, BMCHRC.
- Placed an animation student in 2022 with a Japan based organization at a package of 17 LPA.

HDFC BANK

Corporate Salary Relationship Manager **May 2015 – June 2016**

- Managing a portfolio of 50-60 Multinational & National corporate for sourcing their salary accounts with HDFC Bank and providing them with the bouquet of other banking services.
- Giving Customized presentations to the Head/ Senior Level Managers of the corporate, explaining them the features and benefits of HDFC bank corporate salary account.
- Conducting various activities at the corporate premise, including helpdesks, camps, bike/car displays etc. for easy, quick & hassle free disbursement of loans.

Achievements:

- Declared best performing CSRM PAN INDIA for JFM'16 - Sourced the biggest and the Major corporate account for HDFC BANK.
- Sourced 250 salary accounts in a single day along with my team in Jaipur.
- Chosen to work with MD's team on MD Initiatives from west zone.
- Awarded the best participant award during the induction Training at HDFC BANK in a batch of 75.

BAJAJ ALLAINZ LIFE INSURANCE CO LTD.

Assistant Manager Operations & Renewals **June 2011 – January 2013**

- Handling a Team of 8 People and 10 Agency Managers to drive sales target and Operational activity of the branch.
- As a Branch Operations Manager, handling the entire branch in all aspects from Target achievement to customer service to administration.
- Appointed as Zone Manager West to set up a new Vertical of Renewal premium for collecting premium from the due customers.
- Recruitment of team for the renewal vertical.
- Sourcing, screening applications for recruitment in my vertical.
- Arranging and conducting the 1st round of interviews of the shortlisted candidates.
- Looking after the HNI & Super HNI accounts & clients of the Standard Chartered Bank for renewal.
- Handled Training & Development – imparted Soft skills training to the vertical and zone sales force.

Achievements:

- Amongst top 3 MT and based on my performance was given one of the Major branch of Mumbai to handle as the assistant branch manager.
- Ranked in top 2 Braches for 3 consecutive months in West Zone for Target Achievement.
- Increased the renewal premium of our Banca partner SCB from 58% to 76%.

ACADEMIA

Amity University Rajasthan
Pursuing PHD in Human Resource Management

Birla Institute of Management Technology (BIMTECH)
MBA in IBM & Organizational Behavior (2009-2011)

International College for Girls (ICG), JAIPUR.
BA English Lit, Psychology and Economics (2006-2009)

CERTIFICATIONS

- BEC CERTIFIED – BEC HIGHER (2009), Cambridge University ESOL.
- LOMA LEVEL 1 CERTIFIED (2011)

Personal Details

Date of Birth : 27.10.1988
Marital Status : Married & Mother to two children.
Address : Rangoli Gardens, Jaipur.