

**Letkhojalaiminthang Haokip**

**Specialization: Financial Management**

**Date of Birth: 03 January 1996**

**Education Summary**

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| **Academic Level** | **Stream** | **Name Of Institution & Board/ University** | **Year Of Completion** | **Percentage (**%**)** | **Division/CGPA** |
| **MBA** | Finance | Savitribhai Phule Pune University | Pursuing | 56.2 | 2nd |
| **BBA** | General | Biyani College Of Science & Management, Kalwar (University Of Rajasthan) | 2017 | 58.5 | 2nd |
| **Higher Secondary** | Arts | Emmanuel Mission Sen. Sec. School Jaipur  (CBSE) | 2014 | 74.8 | 1st |
| **Senior Secondary** | All | Emmanuel Mission Sen. Sec. School Jaipur  (CBSE) | 2012 | 58.5 | 2nd |

**Summer Internship Project**

**Organization Name: Credr.com Pvt. Ltd. Pune**

**Duration : 2 Months (02/06/2019 to 02/08/2019)**

**Project Title : A study of two wheeler financer market with reference to Pune City**

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| **Objectives :** | 1. To study the growth of secondhand two wheeler in Pune. 2. To understand the loan policies for secondhand two wheeler of financer company |
| **Methodology:** | 1. Market Research 2. Market Survey 3. Interview method |
| **Learning:** | 1. learned how the company purchase, modify, resales the secondhand bike. 2. Dealing Technique 3. Knowledge about the financers company policy of two wheeler dealership |

**Work experience**

**Organization Name : Desert Hope Academy Sec. School**

Designation : Associate Teacher

Job responsibilities : Subject teacher, Co-curricular activities Incharge

Durtation : 1 April 2016 to 30 March 2018

**Academic Projects**

**Organization Name :** Bajaj Finserv

**Title of the project :** Conversion of Prospective Customer to Potential Buyer

**Duration of the project :** 3 days

**Job responsibilities :** 1. To introduce new users to credit card

2. Influence customer to use credit card

**Learnings :** 1. Learn to tackle the customer mindset

2. Learn how to manage the aggressive customer

3. Understand the behavior of customer

4. Learn to influence customer in buying decision making

**Trainings/Certifications/Workshops Attended**

* Industrial visit to NSE (Mumbai)
* Industrial visit to Cotton King
* Industrial visit to Nandan dairy
* Industrial visit to Kalyani Maxion wheels
* Industrial visit to Baramati Agro farm ltd
* Educational institute visit **to IIM Indore (3 days**)

**Co- Curricular, Extra Curricular Exposure and Achievements**

* Represented school in football cluster at school level competition
* Volunteered in a campaign about “Awareness on Child Labour and Child Abuse”

**Personal Details**

**Hobbies :** Playing football, cricket, basketball.

**Languages known :** English, Hindi, Kuki and Manipuri