



SHUBHAM SRIVASTAVA

Male, 24 Years

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EDUCATION

Education	Year	CGPA/%
Master of Business Administration (Financial Management) Banaras Hindu University, Faculty of Commerce, Varanasi	2017-19	7.62
Bachelor of Commerce Mahatma Gandhi Kashi Vidyapeeth, Varanasi	2014-17	57.67%
Central board of Secondary Education 12th Sunbeam School Lahartara, Varanasi	2014	82.6%
Central board of Secondary Education 10th Sunbeam School Lahartara, Varanasi	2012	7.4

WORK EXPERIENCE

FEDCO (Feedback Energy Distribution Company)

Jun'19 – Dec'20

Analyst, Project Monitoring Unit

- Worked in Project Monitoring Unit of FEDCO MD Cell.
- Analyzed performance trends & forecasted revenue outlook and identified poor performing projects & conducted root cause analysis.
- Monitored cash outlook & cost on weekly, monthly, and yearly basis along with BG & EMD follow-ups.
- Evaluated expenses and set appropriate budget level.
- Provided roadmap and new ideas to measure quality standards for the company.
- Delegated assignments based on site plans, project needs and knowledge of individual team member.
- Provided ERP support by updating financial proposal, invoice rising and project creation.
- Monitored Business development pipeline vs. closed cases with status update.
- Segment wise & Project wise rankings.
- Provided ideas and support for website up gradation as a part of styling and content team.

Management Trainee, CEO Cell

- Reviewed different segments of the company as a part of CEO Cell.
- Analysed the field data and provided corrective actions over the deviations from the plan.
- Made quarterly summary reports covering entire segments of FEDCO.
- Reported the daily progress of Distribution Franchisee projects on various ground data.

INTERNSHIPS/TRAININGS

AXIS BANK LTD.

Jun'18 - Jul'18

- Detailed analysis on "Impact of E-banking on Customers' Satisfaction of Axis Bank" using SERVQUAL model.
- Surveyed different range and age group of customers under the different tools of SERVQUAL model.
- Provided consultation to many customers regarding home loans and credit cards.
- Dealt and provided sustenance/solution for customer query and complaints and handled the e-desk problems of the customers.

POSITIONS OF RESPONSIBILITY

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| • Campus Ambassador , Ran Sangram, FMS, BHU | Mar'18 |
| • Campus Ambassador , KASHIYATRA, IIT BHU | Jan'18 |
| • Outreach Representative , Film and Media Council, IIT BHU | Nov'17 |

ACHIEVEMENT AND EXTRA CURRICULAR ACTIVITIES

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- Attended National Seminar on **GOODS AND SERVICE TAX**.
 - Attended seminar on **"Shaping Young Minds through Financial Education"** conducted by **SEBI**.
 - **Third Prize** in Indian Group sing in SPANDAN 2018
 - **Third Prize** in Solo Singing in VIVIDHA 2017
 - **Third Prize** in Muse in "UDYAM, IIT BHU"
 - Coordinated **National Seminar** on **"Mahamana Vision on Financial Education and Prosperity"**

HOBBIES

Singing, Playing Cricket, and Playing Guitar.