

DRISTI SHARMA

MANAGEMENT STUDENT

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Currently Residing: Greater Noida, UP

1. PROFILE SUMMARY

Finance and management professional with experience across banking, insurance, and financial analytics. Skilled in financial analysis and reporting, client relationship management, and data driven analysis to support decision making and to formulate strategic business goals. Currently pursuing a PGDM in BFSI and Data Analytics, blending financial acumen with leadership and communication skills to drive performance and organizational growth.

2. EDUCATION

- Lloyd Business School, Greater Noida - PGDM (BFSI & Data Analytics) |2024 – 2026 | 8.21
- NERIM Group of Institutions – BBA (Finance & Marketing) | 2019 – 2022 | 68.91%
- NERIM Group of Institutions - Diploma in Computer Applications | 2019 – 2022 | B+
- Army Public School, Guwahati – Humanities | 2017 – 2019 | 84.60%

3. EXPERIENCE

- I. HDFC Life Insurance – Sales Development Manager | Sept 2023 – July 2024
 - Managed customer relationships and increased insurance products sales through product demonstration & presentation across 3 branches, competing other brands & ensuring completion of monthly targets.
 - Conducted customer profiling and provided client-specific financial solutions, with the financial products.
- II. ICICI Bank – Customer Associate Officer |Aug 2022 – Feb 2023
 - Managed customer accounts to ensure timely payments and maintained long-term relationship with HNI customers to provide better customer experience.
 - Collected customer feedback to understand their needs and improve our sales strategy.

4. INTERNSHIPS

- I. United India Insurance Co. Ltd. | Finance & Accounting Intern | July 2022
 - Analysis of financial data for three consecutive previous years. Analyzed trends & patterns of claims, profit & loss and revenue of the company to identify growth patterns.
- II. IDFC First Bank | Financial Analytics Intern | June 2025 – August 2025
 - Analyzed financials of 100 startup companies for creditworthiness, built excel models & dash boards for ratio analysis and prepared company commentaries & sectoral insights.

5. CERTIFICATIONS

- NISM Series -V-A Mutual Fund Distributors Certification Examination| Exp – Mar 2027 | 71%
- NISM Series -XII Securities Markets Foundation Certification Examination | Exp - Feb 2028 | 72%

- Principles & Money Management – Block Chain | Mahsa University, Malaysia | Sept 2024
- Business Case Development – Harvard Manage Mentor | Sept 2025

6. SKILLS

- I. Technical Skills:
 - Advanced Excel & R
 - Financial Modelling & Analysis
 - Data Analysis
- II. Management Skills:
 - Client Relationship Management
 - Effective Communication
 - Leadership Skills
 - Problem Solver – Team Player
 - Negotiation Skills

7. INTERESTS

- Public Speaking
- Anchoring
- Graphic Designing
- Event Hosting
- Travelling
- Reading or Exploring New Topics

8. LANGUAGES

- English (Fluent)
- Hindi (Fluent)
- Bengali (Fluent)
- Assamese (Fluent)
- French (Basics to Intermediary)