



NIKHIL KHETRAPAL

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Career Objective

Marketing professional leveraging industry experience and academic knowledge to support transparent and effective organizational management.

Educational Qualification

Pursuing PGDM with specialization in Marketing & Finance from GIMS, Greater Noida, AICTE-approved.
Graduated in in B.com from MGKVP, Varanasi.
Intermediate from the DALIMSS, Sunbeam School, Varanasi.

Work Experience

Company Name: HDFC Bank (HDB Financial Services)	Designation: Relationship Executive	Duration: 1 Year
<ul style="list-style-type: none"> • Job was to provide payments solutions to the merchant across the territory via handheld devices. • Ensuring cross sale from the portfolio merchants. • Ensuring volume growth for all portfolio merchants on monthly basis. 		
Company Name: Shree Peetamber Distributors (Super Stockist of Hero Motocorp)	Designation: Marketing Executive cum MIS Analyst	Duration: 2 Years
<ul style="list-style-type: none"> • Formed & sustained strategic relationships with clients. • Led & contributed to market & business development activities. • Identifying & pursuing new potential client services opportunities. 		
Company Name: IDFC FIRST Bank	Designation: Associate Debt Manager	Duration: 3.5Months
<ul style="list-style-type: none"> • Followed up with customers for pending payments. • Explained repayment options and helped close overdue cases. • Met monthly recovery targets by regular follow-ups. 		

Competencies

Technical	Behavioral	Domain
<ul style="list-style-type: none"> • MS - Office • Tally • (MIS) reporting 	<ul style="list-style-type: none"> • Leadership and Team management • Adaptability and Quick Learning • Effective Communication and Presentation skill 	<ul style="list-style-type: none"> • Credit Risk Management • Debt Recovery • Financial Services

Co-curricular Activities

- Research paper on topic “Generation Z’s online shopping behavior towards clothing in a pandemic era.”
- Headed the Cultural Team & organized all cultural activities in the college fest.
- Volunteering an NGO

Certifications

- Digital Marketing – Coursera
- Generative AI for Human Resources (HR) Professionals – Coursera
- Organizational Design- Coursera
- Conflict Management– Coursera

Achievements

- Recognized for Achieving Highest Incentives in a Month.
- Recognized for maintaining good relation with the Dealers.
- Achieved prize for completing most number of target units in a month.