

SUVRAJIT MODAK

PROFILE

I am an enthusiastic and driven professional. Currently looking to secure a position to utilize my analytical skills and business knowledge.

CONTACT

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SOFTWARE

- Microsoft Excel
- Power BI
- One Hash CRM
- Agile – Lean Framework
- Jira

LANGUAGES

- English
- Bengali
- Hindi

EXTRA-CURRICULAR ACTIVITIES

- Participated in B-school corporate competitions such as – HUL LIME, OnePlus ET Prime Intellect, Reliance Quiz-a-thon, Infosys Ingenious 2020, L'Oréal Sustainability Challenge, Tata Imagination Challenge 2020.
- Semi-Finalist in ERPSim APJ Student Competition 2020 organized by SAP University and HEC, Montreal.

LEADERSHIP POSITIONS

- Sports President in CapitalVia Global Research Limited.
- Senior Member of Cultural Committee, IMIBH (2019-2021)
- Founder of Competition Cell, IMIBH (2019-2021).
- Secretary of Sports Club (2014-2016).
- President of Information Technology Club. (2011-2014). Vice-President of Sports Club (2011-2014).

WORK EXPERIENCE - CapitalVia Global Research Limited (April 09, 2021 - Present)

Assistant Manager Growth – Business Analyst - FinoFy Technologies (Sister Company of CapitalVia – Internal shifting for Operational purpose) (February 2022 – Present)

- Analyzing the relationship between different departments of all the 3 companies under CapitalVia Group of Industries (Domestic, International and FinTech) and bring insights to ensure there is no leakage in the revenue.
- Cohort study of the data and finding gaps in all the 3 organization to improve and generate the revenue structures by using critical strategies and decisions.
- Understanding the CRM requirements, re-engineering (if needed) and implementation of the same.
- Responsible for project deliverables using MS Excel, Agile project framework, MS PowerPoint.
- Coordinating with multiple internal and external teams for project delivery, manage, mentor, and deliver team members in line.
- Planning, Organizing, Risk identification and delivery quality and timelines.
- Presenting strategic inputs and solutions to the Senior Management.

Assistant Manager Growth – Business Analyst (August 2021 - January 2022)

- Analyzing the relationship between different departments and bring insights that can improve the productivity of all the employees and generate revenues in the organization.
- Cohort study of the data and finding the gaps in the organization to improve the revenue.
- Audit of various departments.
- Using critical thinking in strategy making and way forward plans for the employees to boost up the performance.
- Analyzing the Leads campaign to understand the quality and to forecast the acquisition and revenue on a month-on-month basis.
- Maintaining data for all the departments in the organization and providing the results and dashboard to the Senior Management.

Management Trainee (April 2021 – July 2021)

- Earned a revenue of 4 lakhs rupees (approx.) and onboarded 16 new clients for the services.
- Organized CPL – Made organization earned 2 crores for 3 consecutive months.

EDUCATION

Degree	University/Board	Year
MBA	IMI Bhubaneshwar	2019 –2021
B. Com	Calcutta University	2014 –2017
Certification	NISM XA certified	2020

