

## **SIDDHARTH CHANDEL**

S/o Prof (Dr) Kulbhushan Chandel  
Set No-2 Teacher colony Forty Flats  
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## **RESUME OF SIDDHARTH CHANDEL**

### ***MISSION OF LIFE: GROW SPRITUALLY AND SERVE WITH DEDICATION***

#### **CAREER OBJECTIVE:**

I am confident in my abilities to produce favorable results. While, I prepare for the worst, I do the SWOT analysis to tilt the odds that help me to bring the best results to happen. I want to be judged by individual performance and at the same time along with the team efforts in a group, which are necessary for the overall development of the Department as well as Institute. Moreover, I want to be rewarded for my efforts to execute the institutional objectives and mission to bring the desired results. I seek to work for such an academic group that has a strong leadership and vision and who recognizes and rewards the performers.

#### **PERSONAL DETAIL:**

**DATE OF BIRTH:** 9<sup>th</sup> October 1995

**PERMANENT ADDRESS:** Village Ghaniyar, P.O. Gehrwin, District Bilaspur, Himachal Pradesh

#### **EDUCATION AND QUALIFICATIONS:**

<b>Matriculation</b>	In 2012 from Himachal Pradesh University Model School, affiliated to CBSE, securing 66% marks.
<b>Sr. Secondary</b>	In 2014 from DAV School, Lakkar Bazar, Shimla, affiliated to CBSE, securing 67% marks (Commerce stream).
<b>BBA</b>	In 2017 (Bachelors in Business Administration, BBA) from Himachal Pradesh University, Avaloudge, Shimla, securing 80% marks.
<b>MBA</b>	In 2019 (Masters in Business Administration, MBA) from Himachal Pradesh University Business School, Shimla, securing 80% marks.
<b>Ph.D</b>	Awarded in 2024 from Maharaja Agrasen University.

**Area of Specialization:** HR and Marketing

**Skills** Project Management; Online Marketing, Computer Skills

**Awards** University Topper in BBA

**Languages Known** English and Hindi

**RESEARCH PAPERS:**

1. Factors Influencing Organizational Commitment, Job Involvement, and Work-Life Balance Among Employees of Banks: An Analysis Prabandhan : Indian Journal of Management • July 2023, DOI <https://doi.org/10.17010/pijom/2023/v16i7/172927>  
**Paper Submission Date: December 1, 2022 ; Paper sent back for Revision : April 10, 2023 ; Paper Acceptance Date : May 25, 2023 ; Paper Published Online : July 15, 2023**
2. Antecedents Of Organisational Commitment and Work-Life Balance, 2022 IJRAR  
December 2022, Volume 9, Issue 4 [www.ijrar.org](http://www.ijrar.org) (E-ISSN 2348-1269, P- ISSN 2349-5138)
3. Human Resource Policy in Relation to Organisational Commitment, JobInvolvement and Work-Life Balance, Siddharth Chandel and Kiran Chanda, International Journal of Commerce and Management Studies (IJCAMS) Peer Reviewed, Indexed Journal, ISSN 2456-3684 Vol.7, No.4, 2022, [www.ijcams.com](http://www.ijcams.com)
4. Organizational Commitment and Work-Life Balance: An Analysis of Employees Perception in the Indian Banking Sector (With Special Reference to TRI-city, Chandigarh)  
Dr. Yogita Sarohi and Siddharth Chandel
5. A Study on Perception of Employees Towards Organisational Climate Dimensions,  
Rajwant Kaur and Siddharth Chandel, Hermeneutics: A Biannual Peer Reviewed  
International Journal of Business and Social Studies, Vol. 13, No , March 2023, Impact  
Factor, 4.481.
6. Career Satisfaction and Work-life Balance: A Study of Oswal Group, Tanu Kalsi and Siddharth Chandel, Third Eye, A Journal of Business Review: A Biannual Refereed Journal of Himachal Pradesh Technical University and Himachal Pradesh Commerce and Management Association, Vol. VII, No VII, 2020

7. Financial Inclusion as an Antecedent for Inclusive and Sustainable Growth of Himachal Pradesh, Neetika Sharma and Siddharth Chandel, IJRAR21B2260 *International Journal of Research and Analytical Reviews (IJRAR)*, © 2021 IJRAR June 2021, Volume 8, Issue 2 [www.ijrar.org](http://www.ijrar.org) (E-ISSN 2348-1269, P- ISSN 2349-5138) [www.ijrar.org](http://www.ijrar.org)
8. Redefining the Role of MSMEs in the Context of ‘Make in India’: Opportunities and Challenges, Amit Kumar, Siddharth Chandel, *International Journal of Commerce and Management Studies (IJCAMS)* Volume 6, Issue 2; ISSN 2456-3684, [www.ijcams.com](http://www.ijcams.com)
9. Reviewing Literature on “Antecedents of Organisational Commitment, Job Involvement and Work-life Balance among Employees of Banks in Himachal Pradesh”, Siddharth Chandel Research Scholar, MAU Baddi, Solan (HP) (Submitted for Publication}

#### **SEMINARS AND CONFERENCES:**

1. Antecedents of Organisational Commitment, Job involvement and Work Life Balance in Banking Sector of Himachal Pradesh, National Conference NCETEMS-22 (Hybrid Mode) on “Emerging Trends in Education, Management and Society” Organized By; Atal Bihari Vajpayee Government College, Takipur, (Kangra), H.P, India.
2. Seven days on-line Workshop on Dynamic of Research in Social Sciences, 15 May 2021 - 21 May 2021, Organised by Students for Holistic Development of Humanity (SHoDH) Himachal Pradesh in collaboration with Himachal Pradesh Technical University Hamirour, H.P.
3. E-Workshop on How to Write a Research Paper organised by Swami Vivekanand Govt. Degree College Nihri, Mandi in association with Pratibha Spandan Society, Shimla, from 05.12.2022 to 12.12.2022.
4. National Workshop on Research Methodology, organised by School of Business Studies, in Collaboration with Faculty Induction Development Cell, Central University of Jammu, Jammu and Kashmir, from 15 June to 30<sup>th</sup> June 2022.
5. WORLD PEACE AND HARMONY: INSIGHTS FROM SRIMAD BHAGAVADAGITA, 7th International Gita Seminar held from 29th November-1st December, 2022 and presented the paper titled Antecedents of Job Involvement, Organisational Commitment and Work Life balance in the online technical session organized by Department of Commerce, Kurukshetra University, Kurukshetra.
6. One Day National Webinar on Recent Trends in Commerce and Management, organised

by Department of Commerce, Markanda National College Shahbad, Markanda Haryana.  
5<sup>th</sup> March 2022.

7. National Level Sangoshthi on Holistic Development in Technical Education in the Present Scenario, jointly organised by Himachal Pradesh Technical University Hamirpur and Shiksha Sanskriti Uthaan Nayas, New Delhi, 4 March 2020.

## **PROFESSIONAL WORK EXPERIENCE:**

### **PROFILE:**

- Practical and applied experience of three years and ability to propel Sales expansion, Marketing, Skill Development, Business Development, Strategic Planning, Customer Relationship Management.
- Practical exposure of brand expansion through Sales and Marketing, Managing Sales Team, Strategic Planning, Liaising & Coordination, Resource Mobilization & Team Management across Banking and Financial sector, & Skill Development, Skillful in Business expansion & operations, professional/skill training, corporate ties ups, Project Management (new location identification, due diligence etc.) and sourcing of new business opportunities.
- Possess expert experience in Business Expansion & Operations, Skill Development, Business Development, Networking and Liaison with Individuals, Corporates, Central & State Government Officials/ departments etc.
- Recognized as a proactive individual who can rapidly identify business problems, formulate tactical plans, initiate change and implement effective business strategies in challenging environments
- Experience in Identifying, developing new/ emerging markets, leading core teams in new set-ups, product segment and in designing customized solutions to accomplish desired objectives;
- Ability to lead sales teams and business projects and also to maximize operational efficiency.
- Ability to deal with people and usually don't get upset and handle the untoward things easily.
- Flexibility to handle change. I never give up any task undertaken by me until or otherwise if necessary.

- Believe to work with most sincerity, honesty and commitment and can work in 24x7 work culture.
- Having a good management and communication skill which help me to bring assured and targeted results.
- Work with the innovative and creative ideas as to bring difference in the work and results which always help me to focus on the excellence.
- Having an ability to manage any situation easily and always try to keep myself positive in all kind of situations.
- Keep myself in learning stage always. This helps me not only to know about the unknown things but also help me to learn from the different experiences of my working life.
- Most important aspect of my life is maintaining Work - Life Balance which always help me to manage all the working affairs efficiently.

**PROFESSIONAL EXPERIENCE:** Sales & Marketing; / Strategic Planning / Team Building / Operations Handling and Business Expansion, Operations & Skills Development

- Having an impressive experience of about 3 years in repeatedly produced sustained Sales & Marketing; / Strategic Planning / Team Building / Operations Handling and Business Expansion, Operations & Skills Development domain

**SUMMER TRAINING:**

- Neva Garments Ltd., Ludhiana (Pb) from 1<sup>st</sup> January to 28<sup>th</sup> February, 2018. Role entailed establishing production goals, budgeting, workflow planning and control.

**PERSONAL BANKER:** (HDFC Bank Ltd. From 9<sup>th</sup> October 2019 to 4<sup>th</sup> January, 2021)

Banking operations and customer relationship management.

- Identification of new territories for Business expansion.
- Defining of business model accordingly.
- Responsible for achieving agreed target number for Business network expansion.
- Providing Customized services within policy framework
- Provide holistic support to customer base for smooth functioning & running to increase profitability.

**SENIOR AGENCY MANAGER:** (Aditya Birla Health Insurance from 11<sup>th</sup> January, 2021 .....)

- Marketing of insurance products.

- Designing and implementing sales and marketing strategy to fulfill objectives, maximizes revenues, profits and market share of the company
- Formulating & implementing marketing & business development initiatives that enhance revenue generation and thereby, realize the required target.
- Responsible for developing the new business models & processes by analyzing latest marketing trends and tracking competitor's activities
- Providing valuable inputs for the fine tuning of sales & marketing strategies
- Leading a team of Business Advisors who are responsible for enhancing the business activities in various territories.
- Identifying and promoting business, penetrating new markets to enhance business development through formal presentation.
- Providing direction to the team for ensuring optimum performance for all operational & sales related issues.
- To support seniors to implement the vision and mission of the Company.

**This practical Experience of three years will be an added advantage for the students to learn about the latest requirements of the business. There always remain a huge GAP in the Industrial requirements and the Academia and the practical exposure of three years will be helpful to bridge the GAP in between Industry and the Academia. This will help me to train the students as per the requirements of the business and finally to get them placed in the industry which in turn help the Institute to enhance its image through its students as brand ambassador.**

#### **STRENGTHS:**

- I am a Creative Person and believe to think out of the box
- Very good Communication Skill
- I am a very good listener
- I believe to work and behave in originality
- I am Flexible and easily adapt to the changes
- I always remain curious to learn something new from the system
- I am Enthusiastic
- I am Disciplined

- Self-Confident
- Good Presentation Skill
- Ability to work SMART
- I believe to work with utmost Commitment and Dedication
- I am a multitasker too
- I believe to work as problem solver

### **WEAKNESSES**

Probably self-criticism, to work as multitasker and workholic are few of my weaknesses.

### **OPPORTUNITIES**

I believe to go after the opportunities

### **CHALLENGES**

I believe to apply my strengths on the present and future expected challenges and strive always to convert those challenges into the opportunities.



**Siddharth Chandel**