A-2, 405, Shankheshwar darshan

**Kala Talao, Makbara chowk**

Opposite Padmavati Jain society

Kalyan (W)-421301

**Akshay Lohar** Mbl.No: +919967585052

**CAREER OBJECTIVE**:

To pursue a successful, challenging and exciting career while being able to dispense my maximum potential to the benefit of the organization and at the same time acquiring knowledge on the road to success.

**PROFESSIONAL EXPERIENCE:**

**1) First Solution Electronic security system**

**Marketing executive. [May 2009 to November 2010]**

**Job Responsibilities:**

* Sale of electronic products viz.Spinkler system, fire detector, public address system etc.
* Client servicing.
* New client acquisition.
* Maintaining cordial relations with existing customer.
* Demonstration of electronic product
* Providing safety measures

**2) ICICI Prudential Life Insurance Co. Ltd. [December 2010 to May 2011]**

**Associate Financial Service Manager.**

**Banc assurance & Alliance- ICICI Bank, Mumbai**

**Job Responsibilities:**

* Designated at ICICI Bank Branch with GL size of 800 Cr.
* Sales of Ulips and Insurance products.
* Providing products trainings to wealth managers and privilege bankers.
* Develop sales plan and strategy for better market capitalization.
* Regular MIS updates to ICICI Bank Cluster Branch Manager and Branch Manager.
* Co-ordinate marketing activities/ promos/ events for new business development along with the branch staffs.
* Maintaining good relations with Clients and acquiring new clients. Acquisition of new clients with the support of branch.
* Responsible for timely accomplishment of Company Target assigned

**3) HDFC Standard life Insurance company ltd.**

**Corporate Agency Manager**

**Bancassurance-HDFC Bank [June 2011 to till date]**

**Job Responsibilities:**

* Handling Hdfc Bank Phone banking vertical.
* Leading a team of corporate executives.
* To provide Investment portfolio solutions to the clients
* Sales of Ulips and Insurance products.
* Providing product training corporate executives,Phonebanking agents, sales managers of HDFC bank
* Re-designated as a **SR. Corporate Agency Manager**
* Designated at HDFC Bank Branch with book size of 700 Cr.
* Portfolio analysis of Clients, Meeting clients, Cross Selling Products.

**ACHIEVEMENTS**

* Actively participated in cricket tournament during first and second year BMS.

**PROJECT ACCOMPLISHED:**

1. **Topic : Radio advertising**

* With this project work I had made an effort to understand the Current scenario of radio industry
* Working and strategies of different Radio players .
* Future of radio industry.

**ACADEMIC CREDENTIALS:**

* Currently pursuing Part time (1st Year) – Masters in Marketing Management from **Gurunanak Institute Of Management Studies**

**(Khalsa College**, Matunga) - **Mumbai University**.

* **Bachelor of Management studies** in Marketing from Birla institute of technology and management, Mumbai University in 2009 with 58.66%.
* **Higher Secondary Certification Examination** (Commerce) from Maharashtra board in

2005 with 54.83%.

* **Secondary School Certificate** from Maharashtra board in 2003 with 71.20%.

**LANGUAGS KNOWN:**

* English, Hindi and Marathi

**PERSONAL VITAE:**

Date of Birth : 28-06-1988

Marital Status : Single

Language Known : English, Hindi, Marathi

Permanent Address : A-2, 405, Shankheshwar darshan

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Kalyan (W)-421301

I hereby declare that the information furnished above are true and correct to the best

Of my knowledge and belief.

**Akshay Lohar**

Date