**Neeraj Jha**  
D1/46 Jeewan Park, Uttam Nagar   
New Delhi, 110059   
Cell: **+918527781199** Email:**mail2neeraj.j@gmail.com**

**Career Objectives:**   
To gain a position as a Senior Manager where my capabilities and skills in selling will contribute a tremendous growth of the organization.

**Summary:**

* Over seven years of professional experience in sales
* Experience of Leading, Handling and Motivating a team of 5-12 people
* Excellent communication and organizational skills
* Excellence in taking Review and making Sales Report
* Excellent leadership and monitoring skills
* Ability to coach effectively and provide constructive feedback

**Achievements:**

* Certificate of excellence for selling highest number of children plan in November
* Certificate of excellence for achieving top rank in SLG business in January, February and March.
* Top rank in region for achieving 316% of March target and 200% of JFM target.
* Certificate of excellence for being on top in April to July for quality business and FTR.

**Educational Summary:**

* Pursuing MBA from KOU (Karnataka Open University).
* Bachelor in Computer Application, IGNOU.

**Career Path:**

**Senior Corporate Agency Manager, September/2013 - Present**  
HDFC Life, Paschim Vihar, New Delhi

* Manage and motivate 8-9 Bank staff to achieve LI target given to branch.
* Maintain a healthy relation with customer and branch staff.
* Regular follow up on leads generated and for case conversion.
* To prepare weekly and monthly report on achievement and shortfall.

**Assistant Financial Service Manager, August/2012 - August/2013**

ICICI Prudential, Videocon Tower, Jhandewalan, New Delhi

* To work with our partner, one of the top private sector Bank of India ICICI Bank
* Generate Business from the Leads provided by branch staff.
* To maintain a healthy PR with employees and customers of the Bank
* To manage and motivate 12 Bank staff to achieve LI target given to branch.

**Executive Sales Promoter, February/2010 - July/2012**  
Vodafone (SBK), Karolbagh, New Delhi

* To handle and lead a team of 4-6 sales executives.
* Meet our existing and New Corporate Clients convince them to be a Vodafone customer.
* Sales Promotion of 3G and 2G Connections and Data-Cards
* Deal with Problems come in the way of Activation of Number and Data-Cards
* Responsible for preparing reports as well as maintaining records

**Team Leader, August/2008 - January/2010**  
SG Systems, Nehru Place, Delhi

* Contact corporate Clients; convince them to buy IT products from us.
* Motivated and encouraged the team to reach the company's sales goals
* Responsibilities of overseeing and directing sales representatives like hiring and conducting sales training

**Sales Executive October/2007 - June/2008**  
Intel Shoppe, Patna

* Perform review of sales reports and paperwork gathered from agents
* Responsible for updating daily activities of sales staff to upper-level management
* Handled the responsibilities of explaining new products and services to the team members

**Areas of Interest:**

* To compile reports and discuss strategies to meet and exceed sales objectives
* To utilize my marketing strategies in competing with other companies

**Personal Details:**

* Name: Neeraj jha
* Date of Birth: 12.02.1983
* Employment Status: Full time
* Relationship status: Unmarried
* Permanent address:

Tola- Sonpur, Village-Madhepur

Distt- Madhubani Bihar-847408