**ABHINAV TYAGI**

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**OBJECTIVE**



Seeking an opportunity for professional challenge and growth to support and enhance co-operative objectives of the company across **various sectors**.

**PROFILE**



* Qualified **MBA in Finance and Marketing from IBS, Gurgaon** with **experience of 1 year across Business Development, Client Communication, Strategic Planning and Business Consultancy.**
* Well versed in **creating, developing, executing innovative business development strategies** together with designing, consolidating and improving organizational processes.
* Understanding of executing **Business Plans, Research Methodologies, Sales Control and aligns business activities** to the vision & strategy of the organization.
* **Focused and hardworking professional** equipped with thorough knowledge and technical understanding coupled with an analytic bent of mind and confident to take challenging assignments.

**EDUCATIONAL CREDENTIALS**



**MBA (Finance), 2012**

IBS, Gurgaon, **CGPA-6.91**

**Bachelor of Commerce, 2009**

Sri Guru Gobind Singh College of Commerce, Unviversity of Delhi, **58.6%**

**XII, 2006**

Prabhu Dayal Pubic School, CBSE, **88.40%**

**X, 2004**

Prabhu Dayal Pubic School, CBSE, **75.33%**

**Technical Proficiency**

Microsoft Windows, MS Office and Internet Applications

**Training Undergone**

|  |  |
| --- | --- |
| Title | Distributor Survey of PepsiCo India Holdings Pvt. Ltd.(Frito Lay Division) |
| Organization | Pepsico India Holdings Pvt. Ltd.(Frito Lay Division) |
| Duration | Fourteen Weeks |
| Synopsis | The main focus of the project was to solve the problem of the distributors of Pepsico India Holdings Pvt. Ltd.(Frito Lay Division). The data regarding the Pending Claims, Recieving of Credit note, Account statement, CFA issues etc. were taken up from the distributors directly and then were solved. |

**Achievement**

Awarded GOLDcertificate for the valuable contribution in Blitzkrieg 2010



**PROFESSIONAL EXPERIENCE**

**AXIS BANK LIMITED**

**ASSISTANT MANAGER (Operation and Sales) Since May 2012 till Dec 2013**

* Understanding of banking as a system.
* Looking after the various sales and operations of the bank along with handling of customer queries.
* Maintained healthy business relations with customer, enhanced customer satisfaction matrices by achieving delivery and service quality norms.
* Interacting with the customers to understand their needs/ requirements while assisting them for the required services and fostering client relationships to build the future opportunities.
* Planning and implementing various strategies to achieve daily assigned targets.
* Selling of various banking products across all verticals.



**BUSINESS BANKING RELATIONSHIP MANAGER Since Jan 2014**

* Taking care of the new assignment, wherein the prime focus is to maintain healthy relation with the ETB(Existing to the bank) clients.
* Providing the corporate clients end to end solution for the banking need and requirements.
* Helping the branch increase the current account numbers by sourcing new accounts and ensuring that the branch book size increases each month.
* Focus on sourcing Trade and Forex accounts.
* Prime focus on sourcing daily assigned targets along with cross selling of various banking products and sourcing saving accounts.
* Sourcing of high value current accounts with the help of existing clients and cold calling as well.
* Selling of various loans and other products such as Mutual Fund, CMS(Cash Management System) and various other banking products.



**KNR MANAGEMENT CONSULTING PRIVATE LIMITED 1 Year**

**Associate Business Consultant**

* Developed business for the organization, identified business opportunities/ revenue models and generated business plans to achieve the same and located potential clients in targeted segments to secure profitable business.
* Planned and conceptualized various strategies to achieve business goals for sales & marketing and aimed towards the growth in business volumes as well as profitability in order to achieve the set targets.
* Responsible for developing business opportunities and provided innovative solutions to meet client needs. Opened doors and built strong relationships with clients.
* Interacted with the customers to understand their needs/ requirements while assisted them for the required services and maintained customer relationships to build the future perceptiveness.

**Extra Curricular Accolades**



* Credential of securing first position in Badaminton & Handball in Inter-zonal tournament held in the year 2004 & received award for the sportsman of the year at school level.
* Represented school teams in many sports and have won various tournaments.

**Hobbies:** Playing Cricket, Badminton and Handball

**References:** Available on Request