

AMIT SINDHU

☎ -91-9310284970

amitsindhu21@gmail.com

CAREER OBJECTIVE

To be associated with a progressive organization that gives scope to update my practical knowledge and skills in accordance with the latest trend and be a part of the team that dynamically works towards growth of the organization and an individual.

WORK EXPERIENCE

Company Name	Designation	Profile	Tenure
HDPC BANK LTD	Branch Sales Officer	New Customer Acquisition well versed in indentifying market trends and customer needs to create highly targeted Marketing Campaigns.	8 MONTH

KRA'S:

1. Responsible for new customer acquisition vide branch walk-in and existing relationship.
2. Relationship for sourcing Current Accounts, Resident and Non Resident Saving Accounts.
3. Servicing walk-in customers at the branch and cross-cell of Investment/Insurance products.
4. Responsible for QAB maintenance of all newly acquired accounts till closure of the Financial Year and should not be less than 90% for the entire year.
5. Responsible for sourcing Privilege Accounts i.e. QAB >= 25K which should be at least 50% of the total number of Accounts sourced in a Financial Year.
6. Responsible for controlling the rejection rate of transaction accounts below 5%.
7. Seeking potential references of customer's friends and family to deepen existing relation and increasing penetration.
8. Identify and develop new streams for revenue growth and maintaining relationships with customer to achieve repeat/referral business Develop marketing plans based on consumer preference and drives sales volumes

Profitability Analysis – Cross sales to walk-in customers to boost the branch's profitability.

EDUCATION CREDENTIALS

Professional Qualifications	Examination	Year	Institution	Board	Performance
	M.B.A(Marketing & Production),Regular	2014	Institute Of Management And Entrepreneurship Development ,Pune	Bharati Vidyapeeth Deemed University	70.00%
	B.Tech (Mechanical Engineering)	2012	PDM College, Bahadurgarh,	Maharishi Dayanand University	59.24%
Academic Qualifications	Examination	Year	Institution	Board	Performance
	All India Senior School Certificate Examination	2008	CR Memorial School,Rohtak	C.B.S.E	57.00%
	All India Secondary School Examination	2005	Green Field School,Karor,Rohtak	C.B.S.E	72.00%

PERSONAL SKILLS & COMPUTER PROFICIENCY

- Willingness to learn new things
- Good Speaking and Communication Skills
- Strong motivational and leadership skills
- Ability to produce best result in pressure situation
- Knowledge of Office Applications like MS Word, Excel, Power point etc

INTERNSHIP

➤ Parle Private LTD :

The project mainly focuses on the different processes related with production and how they are manufactured under hygienic condition.

PROFESSIONAL TRAINING

- CADD Diploma.
- PPC.