

DEEPAK SHARDA

104/30 Adarsh Nagar Opp. PNBank
Delhi Road Rohtak – 124001(Haryana)
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Career Objective

To associate with innovative, challenging opportunities that will utilize my analytical personal skills gained throughout my educational and professional career and will help me to give my best to the organization.

PROFESSIONAL EXPERIENCE:

Total Years of Experience: 3.4 year
Duration: 5th 2012 MARCH. To till date

PRESENT ORGANIZATION

AXIS BANK LTD	:	AS ASSISTANT MANAGER
JOIN AS	:	BUSINESS DEVELOPMENT EXECUTIVE
DESIGNATION	:	ASSISTANT MANAGER
RESPONSIBILITY	:	MARKETING & SALES

JOB RESPONSIBILITY

- Promoting Bank's different retails liabilities and investment products to the client as per the specific needs.
- Achieving sales quota on to month basis
- Organizing and participating in various sales promotion activities for generating future references business leads, like (regular cold calling, canopy activity assign territory organize various other sales promotion activities)
- Maintaining cordial customer relations for selling high revenue products like (Insurance, Mutual fund etc.)
- Maintaining coordination with various intra bank division of the bank for smooth processing of business and regular data base management.

PREVIOUS ORGANIZATION

STERLING INFOWAYS PVT LTD

Duration **19DEC 2011 to 31JAN 2012**
Designation **SALES EXECUTIVE**
Department **MARKETING & SALES**

JOB RESPONSIBILITY

- Deals in Data card and lease line
- Maintain the Data of customer according to their needs
- Call on Data & make a potential Customer & follow up.
- Offering product & Feature for the corporate.
- Deter mine the document & final the deal.
- Strong Relations with Dealers.
- Business Promotion Strategies as per the Interest of the Management.

LAST ORGANIZATION

TIGHT WELL FASTENER& DYNAMIC TRANMISSION Ltd, ROHTAK

Duration : **20th AUGUST. 2010 to 28 Feb.2011**
Designation : **SALES EXECUTIVE**
Department : **MARKETING & SALES**

JOB RESPONSIBILITY

- Ability to build rapport with customers and qualify their requirements – both their stated and unconscious needs
- Commitment to hitting targets
- Team player
- Strong negotiation skills
- Ability to consolidate the sale and walk the customer through every stage of the deal
- Effective time management, planning and organizing your own daily selling activity, such as telephoning sales prospects (previous/existing customers or general enquiries) to secure new business
- A good head for figures and understanding of personal finance issues
- Strong customer service skills
- A confident individual who is comfortable communicating to a diverse customer base.

SPECIAL ACHIVEMENT

- Award of best performer 2012 in CASA&LIFE INSURANCE From AXIS BANK LTD.
- Qualified for Kaulaampur in All India level of Q4 in AXIS BANK from jan to mar31.2012,13
- Achievements certificate in other contest also

Professional & Educational Qualification

- Passed two year full time M.B.A. in HR and Marketing completed in (2008 to 2010) From Gurgoan institute of Technology And Management, Bilaspur Gurgaon. (Affiliated with Maharishi Dayanand University Rohtak, Haryana)
- Complete Graduation B.A in 2006 to 2008 from Maharishi Dayanand University, Rohtak, and Haryana.
- 12th from NIOS Board Completed in 2004.□
- 10th from C.B.S.E Completed in 2002.

Computer Proficiency

- One Year Certificated Course in Computers from Oxford Institute (Hindustan Software ltd. Delhi)

Summer Training And Project Detail

<u>ORAGANIZATION</u>	:	HERO HONDA MOTORS LTD.
<u>PROJECT</u>	:	HUMAN RESOURCE MANAGEMENT IN HERO HONDA MOTORS LTD.
<u>DURATION</u>	:	JUNE, 09- JULY, 09
<u>ROLE</u>	:	TRAINEE

Academic Project Detail

<u>PROJECT</u>	:	Employee Retention at GENINS INDIA LTD.
<u>DURATION</u>	:	DEC, 09-FEB, 09

Industrial Visit

- Parle Pvt. Ltd. Neemarana.
- Escort, Faridabad.
- Hero Honda Motors Ltd, Gurgaon. (etc)

STRENGTH

- Willingness to learn & work with a team.
- Ability to work under any condition.
- Regularity and punctuality.
- Hard Working and Creativity.
- Leadership Qualities and smart working nature.

Extra-Curriculum Activity

- National Player of Baseball and Softball.
- Participated in different events at college level.

Personal Details

Father's Name	:	Sh. Ravinder Sharda
Date of Birth	:	27 AUGUST 1985
Sex	:	Male
Nationality	:	INDIAN
Marital Status	:	Unmarried
Languages known	:	English & Hindi.

Declaration

I hereby declared that all the above information is true and best to my knowledge and I am ready to provide testimonials as and when required.

(DEEPAK SHARDA)

Date

Place: ROHTAK