

Neha Kumari

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Objective:

Seeking a chance to apply and further grow my skillfulness and understanding being a channel sales representative into a recognized as well as higher broadcasting business

Professional Profile:

- 1 years of industry experiences in functions like sales, business development, marketing & promotion
- Attained Success in surpassing productivity and performance goal
- Assumed the challenging role in corporate sales and producing sustainable results with consistency.
- Strong leadership, communication and interpersonal skills with the ability to develop and maintain strong business relationship.

Professional Experience:

➤ **Organization: Indusind Bank**

April 2014- Till Now

Designation: Branch Acquisition Manager

Roles & Responsibilities:

Location- Gurgaon

- To ensure achievement of sales target.
- Handling walk in customer in our branch regarding credit card and personal loan.
- To achieve individual and branch goals through new business acquisition referrals and retention of account.
- Ensuring high quality service and customer relationship management.
- Lead and motivate a team of RO to drive sales and revenue target by identifying prospective client.
- Fixing appointment and meeting the client through lead generated by branch and self sourcing.

Summer Internship

➤ **Organization: Tata Motors limited**

May 2013-June 2013

Project Undertaken: “Impact of NEEV on Small Commercial Vehicle (Passenger Segment) in Rural Market of Bihar”

Key Learning:

- Customer interaction through sales calling on the database provided by the management (approx 150 calls a day).

- Promotion of Tata Magic and Tata IRIS at various forums.
- Understanding the supply chain management of the automobile industry (Commercial vehicle category).
- Understanding the strategical impact of project NEEV

Academic Qualification

Certification	Specialization/Board	Institute/University	%/CGPA	Year
PGDM	Marketing and Finance	Jaipuria Institute Of Management, Jaipur	2.51/4	2012-14
B. Com	Commerce	Patna University	58.28%	2011
12th	Commerce/B.S.E.B	D.D.E	67%	2008
10th	B.S.E.B	A.G.K high School	66%	2006

Achievements

- Awarded certificate for successfully completing the 15 hours of “Capsule Course on Entrepreneurship.” 2012-2013.
- Started own campus company “P’Kube’S”.

Co-Curricular Activities

- Participated in the National conference and Management Development Programme on SME held at Jaipuria Institute of Management, Jaipur. **2012-13**
- Attended Workshop on Financial Statement Analysis Using “Prowess” Of Two Days.
- Coordinated many events at school and college level.
- Chief Coordinator of Sadbhav Club Activity, Jaipuria Institute of Management.
- Coordinator of Volley ball during 2nd National Sports meets which held in Jaipuria Institute of Management.

Interests

- Travelling and interacting with people:
- Associated with various NGO and do volunteer in various events and activities to awake society on burning issues.