

MAYUR SHARMA

{MBA FINANCE}

R.M WARD NEAR BOHRA MASJID

BHUSAWAL DIST-JALGAON

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SALES & MARKETING PROFESSIONAL

EXECUTIVE PROFILE

- Achieve Sales target and Providing customer Service, Responsible for cross sell & enhancing relationship with existing customer, selling of investment product like Mutual fund, Insurance & Current Account & Saving Account. Managing, Fixed Deposit, Lockers and Forex etc. Deepening of existing Current account & Saving Account relationship. Generation of referrals from internal database, Customer acquisition & cross sell to walk in customers. Generate business and cross sell all product and services of the bank. Enhance the value of existing account of current account & saving account customer.
- Proven ability in conceptualizing and implementing sales promotional strategies as a part of brand building and market development effort
- Comprehensive experience in cementing healthy relationship with the clients, thereby ensuring repeated business from customer
- Consistent performer with excellent communication skills, seeking challenging career in Sales & Marketing in Banking and financial industry.

CORE COMPETENCIES

Promotional Campaigns – Client Relations – Business Strategy – Consistent Performance

PROFESSIONAL EXPERIENCE

AXIS BANK

AM -SALES

From JUNE 2015 - till date

Join as Business development executive on JULY 2013 and got promoted as officer Sales within the tenure of six month from and promoted to AM-SALES FROM 1JUNE 2015

HDFC BANK LTD

BANK COEX

February 2012- April 2014

Responsibilities:

- casa mandatory

- Achieving branch target. Selling insurance.
- Developing and implementing competitive strategies to generate more sales and attain the budgeted revenue target

Active Participation in Branch Activities:

- Participated in various promotional campaigns to increase brand image
- Managed the distribution channel effectively to ensure wider reach for the branch business.
- Framed business objectives, developed competitive strategies, to attain the budgeted target

ACADEMIC CREDENTIALS

Master's Degree in Business Administration,

Kce college of engineering and management, jalgaon, 2011

Bachelor's Degree in Business Administration,

Nahata college bhusawal , 2009

IT Skills

MS Office,

Certification

Ms –cit , Tally

Extra Knowledge

Having knowledge about CASA ,what KYC require for opening CA,SA ,.Cross sell product .

Academic Project

- Completed Academic project on 'ratio analysis at bhusawal people's co-opertative bank

PERSONAL DETAILS

Date of Birth : 17 th april 1987

Languages : English, Hindi Marathi and marwari

Marital status : Unmarried

Personal strength :a) communication skills

b)convincing power

c)Flexibility in work culture

Above detail are entirely truthful to the best of my knowledge

MAYUR RADHESHYAM SHARMA

