

OBJECTIVE

To work in a stimulating and challenging environment that would facilitate the maximum utilization, application of my skills and help me reach higher echelons.

SYNOPSIS

Young, energetic & result oriented professional with 5years of experience in Sales, primarily in Channel Management. A Persuasive communicator with an exceptional ability to interact at any level of business and management; experience of working with leading corporates and delivering complex projects under aggressive timelines; Adroit at learning new concepts quickly, working well under pressure and communicating ideas clearly and effectively.

CORE COMPETENCIES

- Customer Service
- Proactive and Industrious
- Dealers Management
- Excellent decision making skills
- Ability to complete all the quires of clients.
- Ability to Focus on Cold Calling
- Ability to interact with diverse individuals and groups
- Negotiating
- Time and Resource Management
- Team Building

WORK HISTORY

Now days working in Kotak Mahindra Bank working as Deputi Manager from (03July 2014 Till date)

- Generating business revenue through various clients.
- To tap client through leads, area mapping, cold calls and generate business from them.
- Ensure customer retention and new customer acquisition in the segments.
- Acquisition of Trade/forex accounts, CASA, Current accounts and trade accounts.
- Handling all types of customer queries and resolving them.
- Opening of accounts.

ING Vyasya Bank, New Delhi.

(September'11 –17jun)

Senior Business Development Executive

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- Handling all types of customer queries and resolving them.
- Opening of accounts.
- Processing of account closer, welcome kit activation and fixed deposit.
- Processing of inward remittances.
- Processing of customer instruction and cheque book requests.
- Focus on that client who one is satisfied with my clients & generate business from them.
- Develop and manage relationships with current and potential key companies / Clients.
- Analyzing latest marketing trends & tracking competitors' activities.
- To achieve the sales / revenue target from clients.
- Ensure timely to solve all the queries of clients.
- Ensure timely to provide all kind of services which is required from client.

Unit Manager

Key Deliverables:

- Generating business revenue through various clients.
- Concept selling and market development for Demat accounts, mutual funds, insurance, Fixed deposits.
- Ensure customer retention and new customer acquisition in the segments.
- Understand customer spending and negotiating philosophy. Identify target segments and categories.
- Develop and manage relationships with current and potential Clients.
- Analyzing latest marketing trends & tracking competitors' activities.
- To achieve the sales / revenue target from clients.

EDUCATIONAL QUALIFICATIONS

- B.A from Gorakhpur University
 - M.A from Avadh university.
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CAREER HIGHLIGHTS

- Won several laurels and appreciation for my efforts and hard work shown in achieving stated targets consistently.
 - Instrumental in setting up numerous Agents in Delhi, Bihar and other adjoining areas.
 - Maintained good relations with the customer for developing leads, repeat sales and on time payments.
 - Sound ability to develop strategies to achieve personal goals as well as organizational goals.
 - Significantly contributed to company's efficiency, growth and profitability.
 - Confidence, diligence and ability to take on challenging roles.
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OTHER FACTS

- Played Cricket to district level.
 - Champion for consecutive 3 years in inter school swimming competition.
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PERSONAL DETAILS

Date of Birth:	4 th jan., 1986
Languages:	English Hindi.
References:	Available on Request
Contact Address:	B-144, gali no-25, part-2 Mahavir Enclave, uttam nagar, New delhi-110059

Date

Place new delhi

(SACHINDRA KUMAR)