

**EKTA SINGH****Email:** [ektasingh.asm@gmail.com](mailto:ektasingh.asm@gmail.com)**Mobile:** +91-8744808461**Address:** C-114, Flat No-4, Malviya Nager,  
New Delhi, India**Objective:**

Seeking for a marketing profile job that enable me to set goals, improve results, identify and recommend tactical sales activities and be a part of reputed organization.

**Work experience:****INDUSIND BANK LTD**

Acquisition Manager (23 March, 2014 to Present)

**Key Responsibilities:**

- Deliver assigned Revenue and Number targets, product wise for the cities.
- Deliver the assigned Cross Sell Targets other Banking products.
- Identify opportunities and generate sales opportunities through database deals and Corporate/bulk tie ups.
- Follow and adhere to the strict KYC norms set for the team.
- Conducting corporate and kiosk activities
- Adheres to all company policies, procedures and business ethics codes

**Education:**

<b><u>Education: Qualification</u></b>	<b><u>Name of school/college</u></b>	<b><u>Board /University</u></b>	<b><u>Year of Passing</u></b>	<b><u>% Scored</u></b>
PGDM	Apeejay School of management	AICTE	2014	2.78/4
B.COM	V.S.S.D	C.S.J.M	2012	57
Intermediate	M.P.E.C	I.C.S.E	2009	77.83
High school	M.P.E.C	I.C.S.E	2007	70.71

### **Summer Internship:**

Company : **SHAREKHAN PVT. LTD.**  
Duration : 12 WEEKS  
Project Title : ANALYSIS OF MUTUAL FUNDS & ITS SCHEMES

### **Project Synopsis**

- During my internship I sold Demat accounts and promoted the company among Delhi based customers (Both Existing & potential).I had surveyed customers regarding awareness of mutual funds, DE mat accounts and share khan among the people's. I learned how to deal with customer and sell financial services

### **Live Project:**

Company : **Shopper Stop**  
Duration : 2 days  
Project Title : Consumer Survey Regarding Satisfaction

### **Computer Literacy:**

- Knowledge in Microsoft office
- Knowledge in internet

### **Key Skills:**

- Good Communication skills & Analytical skills
- Perseverance
- Comfortable working in Team
- Negotiation Skills
- Knowledge on frontline sales and KYC resource
- Good in handling Objections

### **Awards / Achievements:**

- Excellence Award in intermediate for academic
- Class topper in class XI
- Winner in dance competition