**SAURABH SHARMA**

**Mobile: 8750384829 / E-Mail: saurabh.sharma108@gmail.com**

**OBJECTIVE**

To work for a company that would provide me chance to make a genuine impact quickly by giving interesting and challenging projects for a better learning as well as growing career.

**OVERVIEW**

* A goal oriented professional around **5 Years** of experience in **SALES** with growth oriented organizations.
* Currently working with **YES Bank Ltd, New Delhi.**
* Experience with abilities in devising effective plans for generating business, identifying and penetrating new market segments, promoting products for business excellence.
* Knowledge in carrying out Sales & marketing operations with focus on accomplishment of the company’s mission & profitability targets.
* Welcomes new challenges with confidence, comfortable in handling them with a positive attitude.
* Team player with strong analytical and leadership skills.

Organization **: YES BANK LTD**

Department : BR.BANKING

Duration :  **29th Dec 2011 to till date**.

Designation : CLIENT RELATIONSHIP PARTNER

**Profile**

* Presentation for the business penetration in corporate salary.
* The Product Basket on offer to the clientele consists of Third Party Products viz. Mutual Funds, Portfolio Advisory Services, Insurance in addition to the in house Liability and Asset Businesses which are tailored to a Customer’s Needs after a diligent Financial Need Analysis.
* Monitoring competitor activities and devising effective counter measures.
* Preparing the MIS on the Daily basis.

**ORGANIZATIONAL EXPERIENCE**

**Organization : HDFC Bank Ltd**

Department : Corporate Salary

Duration : **AUG 01, 2009 to** **24 DEC 2011**

Designation : SENIOR SALES EXECUTIVE

**Profile**

* Maintaining relationship with the customers by giving them after sales services and also by solving the problems of the customers
* Managing Banking and Investment needs and providing services to Individuals as well as Corporate..
* Ensuring deadlines are met on various projects handled individually as well as by the team, by planning, coordination and proper work allocation.
* Identifying, qualifying and pursuing business opportunities through market surveys and mapping as per targeted plans as well as through lead generation.

**CERTIFICATION**

* Having a certificate of NISM –series-v-A Mutual fund distributors**.**
* Having a certificate of Ms-office, internet applications & e-mail.

**ACADEMIA**

* **PGDM : GNIT College of Management, Greater Noida (2007-09)**
* Graduation (B.COM.) : CCS UNIVERSITY MEERUT (2007)
* Intermediate : CBSE Board (2004)
* High School : CBSE Board (2002)

**EXTRA CURRICULAR ACTIVITIES**

* Participated in the inter college tournament.
* House captain at school level.
* Captain of cricket team at school level

**PERSONAL DETAILS**

DOB : 10-AUG-1986

Languages known : English, Hindi,

Present Address : B-314,1st floor, G.D. Colony, Mayur Vihar Phase-3, Delhi-96

Permanent Address : 41 MAYUR VIHAR SHASTRI NAGAR MEERUT. (UP)

Marital status : Married

Declaration:

I hereby, declare that all the information given above is true to my knowledge.

Place:

Date: **SAURABH SHARMA**