***BRAJESH KUMAR***

*H.NO.1148 FF SECTOR 19*

*FARIDABAD-121002*

*+91 9818440688*

*Brajeshkumar1jan@gmail.com*

***Personnel Details***

*Date of Birth : 01st Jan 1985*

*Sex : Male*

*Marital Status : Married*

*Religion : Hindu*

*Father Name : Sh.HC Prajapati*

***Permanent Address***

*VPO Chaki,*

*District Jalaun (U.P)*

*PIN 285123*

***CAREER OBJECTIVE***

A challenging position in a professionally managed, value based organization that would give me an opportunity to effectively utilize abilities that will enrich my learning experience and to grow with the organization.

**Strengths**

Ability to handle difficult situations, Problem solving skill, Commitment to Work, Punctuality, Leadership Skill, Independent Management of Resources, hardworking and Excellent in Organizing.

PROFESSIONAL EXPERIENCE

1. ***ICICI Prudential Life insurance Co. ltd. (Nov*** *2009 Onwards****) Bancassurance Channel at ICICI Bank Ltd sector 35Faridabad 121003.(Previously worked in Different Branches of ICICI bank in Faridabad as per the Requirement of the Company)***

**Designation : Associate Key Relationship Manager (B & A).**

Duties & Responsibilities:

* Responsibility to provide Effective training to bank Employees For closure of Insurance Business.
* Responsible for Generating Business from branch walking customer as well as employee’s mapped customer
* Handling investment as well as banking queries of privileged customers.
* Responsible for Achieving the monthly branch target of Life Insurance.
* Attract and retain loyal clients by building reputation of integrity and accountability.
* Selling of other Banking products such as Fixed Deposit, PPF, CASA , Mutual Funds and other Financial Products..
* Customer Relationship Development through proper servicing and Fund Management

1. **ICICI Bank Ltd. (Dec 2007 to April 2009 Faridabad**

**Designation : Sales Executive.**

**Duties & Responsibilities**

* Responsible for Generating Business from walking customer and Referrals.
* Analyzed market & identified opportunities.
* Attracted and retained loyal clients by building reputation of integrity, knowledge and accountability.
* Maintained detailed database of Customer for proper Follow up and sales closure.
* Coordinate activities and reaching organizational goals
* Responsible for securing, managing and developing existing key accounts and maximizing profit and growth.

**Achievement**

* Overachievement Of Branch Insurance Target in life insurance sourcing through Customer Service Counters.
* **I have got 3 promotions in three consecutive years.**
* Practical knowledge of all banking products.
* Generate repeat business from existing customers of the bank.
* Topped PAN India in logging number of policies.
* Qualified GOA, MUMBAI and several other Contest through my Job Tenure..

**Skills and Specifications**

* Strong interpersonal and facilitation skills.
* Fast learner and adapt well to changes and pressures in workplace
* Work effectively with diverse groups of people
* Proactive and self motivated
* High level of organizational skill and Effective communication which is required for Team work And Branch Performance
* Understands the need for resolving in a timely fashion so as to ensure work flow.
* Able to establish and maintain healthy working relationships with people in course of work...

**EDUCATIONAL QUALIFICATIONS**

**Post Graduate diploma in Marketing** Sherwood College Of management

**& Sales Management (PGDMSM)** Lucknow (2006-2007)

**Bachelor Of Arts (B.A)** DAV college Kanpur

C.S.J.M University (2002-2005).

**Intermediate** UP secondary Education Board,

Allahabad (2002).

**Matriculation** UP Secondary Education Board

Allahabad (2000).

COMPUTER KNOWLEDGE/ CERTIFICATION

Complete Knowledge Of MS Office.

Have Done certification course (DCA)

I Have Done NISM(AMFI) Certification.

LANGUAGES KNOWN

English, Hindi

**Declaration:-**

I hereby declare that all the statements made in this resume are true, complete and correct up to best of my knowledge & beliefs.

Date:

Place: (**Brajesh Kumar)**