**ABHISHEK PANDEY**

**Email Id**

abhi.472047@gmail.com,

**Phone No-09555360272, 07838056437**

**ADDRESS- H-96, Katwaria Sarai, New delhi 110016**

**CAREER Objective:**

**To secure a challenging and highly stimulating position that taps my skills as an MBA and gives me an insight of working in an organizational set up providing me with an exposure to enhance my analytical and innovating skills to help the organization to support and achieve corporate objectives of the company.**

**Snapshots:**

* **Deep interest in learning and implementation.**
* **Ability to make and adopt with changes.**
* **Ability to work independently as well as part of a team.**
* **Believing in Quality first Quantity must.**
* **Thrive in high –pressure, deadline-driven environments.**

**work experience:**



1. **Organisation : Kotak Mahindra Bank Ltd.**

**Designation : Deputy Manager (National accounts Corporate Salary)**

**Duration : April 16 2012 to till Date**

**Key responsibilities:**

* **To generate the productivity of the core business as well as assets business.**
* **Handling sourcing of corporate A/c’s and maintaining relationship**.
* **Responsibility to increase the Bank's profitability by cultivating new business relationships.**
* **Goal is to Grow accounts profitability by maintaining a high service standard and compliance.**
* **Generate the cross selling business from existing customers by selling other products.**

1. **Organisation : MTS (Sistema Shyam Teleservices Pvt. Ltd.)**

**Designation : BDO (Business development officer, corporate sales)**

**Duration : February 2011 to April 14 2012**

**Key responsibilities:**

* **Build relationship with IT department of companies and promoter to sale product like Data card, Smart phones & Routers etc.**
* **Generation of database and regular follow up of the clients in corporate and individual.**
* **To make show live demonstration of product and reduce the objection of client.**

**SUMMER INTERNSHIP PROJECT:**



**academic qualification:**



* **PGDBM(Marketing) from New Delhi institution of Management (GPA 4.83 on 8 point scale) in 2011**
* **MBA(Marketing) from Punjab Technical University (68.20%) in 2011**
* **Graduation from Allahabad University in Art Stream(55%) in (2008)**
* **HSC from U.P Board (63.20%) in 2004**
* **SSC from U.P Board (51%) in 2002**

**CO-CURRICULAR /EXTRA-CURRICULAR ACTIVITIES / ACHIEVEMENTS:**



**Academic:**

* **Participation in National Service Scheme in society welfare program**
* **Member of Scout & Guide group, Allahabad**

**Cultural:**

* **Participation in the organizing committee of AIMA(All India Management Association) 2009**
* **Participation in the Walt Disney workshop in college**
* **Participated in Blood Donation Camp held, at NDIM- Campus**

**COMPUTER PROFICIENCY:**



**Language : ‘C’ Language  
Operating Systems : Windows XP, Windows Vista, Windows 7  
Others : Tally 7.2, ‘O’ level from DOEACC, MS office 2007, Internet**

**AREA OF INTEREST/HOBBIES:**

* **Reading news and current affairs, Internet Surfing**
* **Watching movies and playing cricket, Listening music**

**Personal Details:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **date of Birth** | **Home Town**  **(Permanent Address)** | **Nationality** | **Father’s Name** | **Father’s Occupation** |
| **1st July 1987** | **21/3C Govind Nagar Karbala G.T Road ALLAHABAD** | **INDIAN** | **Mr. Ram Milan Pandey** | **Lawyer** |

**DECLARATION:**

**I confirm that the information provided by me is true to the best of my knowledge and belief.**

**Date**

**PLACE: DELHI (Abhishek Pandey)**