Career Objective

Seeking new challenges which effectively utilize my knowledge & expertise to enhance my career and create a strong profile in management field.

Professional Synopsis

* A result oriented, **MBA** qualified professionalwith **more than 2 years** of experience in Business Development, Customer Relationship Management, Customer Service/Retention & Team Management in **Marketing** and **Sales** Sector.
* Proficient in leading dedicated teams for running successful business operations and experience of developing procedures and service standards for business excellence.
* Deft in handling all sales & marketing activities, analysing market trends & establishing healthy & prolonged business relations with clients.
* An effective communicator with excellent relationship building, analytical & interpersonal skills.
* Goal-oriented individual with stronger leadership capabilities.
* Comfortable working in and with diverse population.
* Proficiency in devising marketing activities for increasing revenue growth.

**(Current Assignment) 28 December 2013 to till now**

**BDE- CASA(Retail Banking)**

**(AXIS BANK LTD.)**

**Company Profile:** **AXIS BANK LTD.** is the third largest private sector bank in India. It offers financial services to customer segments covering Large and Mid-Corporates, MSME, Agriculture and Retail Businesses.

Roles & Responsibilities

* **Working as BUSINESS DEVELOPMENT EXECUTIVE Sales & Marketing(Retail Banking) – Handling branch banking of Axis Bank Ltd. for Casa segment.**
* Savings Accounts
* Current Accounts
* Term Deposits
* Debit / Credit Cards
* IPG Products (Life Insurance / General Insurance / Mutual Fund / Gold Coins / Online Trading)
* To acquire new to Bank customers and pursue new business relationships
* To fulfill KYC norms
* To reach out to High Net-worth Individuals
* To increase the customer base by developing business relationships with current customers.
* Formulating the strategies to increase the client base thought Welcome desk and new data.
* Making strategy with BM for LI segment.
* Achieve the Productivity for branch Targets
* Targeting to Existing Client for generating new business.
* Solving the grievence of customer(policy)

Professional Experience

**(Previous Assignment) 13september 2012 to 18november2013**

**Sr(CSA)- Sales & Marketing**

**(Zodiac Clothing Company Ltd.)**

Company Profile :

Zodiac Clothing Company incorporated in 1984, is in the business of clothing and clothing accessories. With 50 years of experience in clothing business, ZCCL has emerged as Rs.200 crore company. In 2002, Mayfair- subsidiary of the company as amalgamated with Zodiac.

Roles & Responsibilities

* **Working as Sr. CSA - Marketing & Sales in Retail Sector and involved in Manage store.**
* Meeting and greeting customers when they enter the shop.
* Operating the till and handling financial transactions.
* Answering queries from shoppers.
* Receiving deliveries from suppliers.
* Cataloguing stock & performing inventory checks.
* Reporting any issues of concern to senior managers.
* Checking and replenishing stock on displays.
* Undertaking cleaning and housekeeping duties.
* Getting items from the stock room.
* Helping customers find different products within the store.

Education

* + **Master Of Business Admistration**(**Finance &** **Marketing – Dual Specialization**) with 62% , from IIM- DELHI affiliated to All India Council of Technical and Educational Research. (2010-12)
  + **Bachelor of Business Admistration** with 74%from SMU(Gangtok)- 2009.

**Certifications and Achievements**

* Awarded with certificate on successful completion of summer internship
* Awarded with certificate for best performer for General Insurance
* Awarded with certificate and lunch with cluster head for best performer for Life Insurance.
* Member of Discipline committee in college annual fest “SANKALP”.
* Participated in drama shows in convocation programme 2011 in our college IIM DELHI.
* Done Computer application course of 6 month from ACME Computer Institute (Gorakhpur).

**Core Strengths**

* Competitive Marketing Analysis
* Analytical Skills
* Training Skills
* Strategic Planning Skills
* Presentation Skills
* Team Management Skills
* Documentation Skills
* Self Initiator

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| --- | --- |
| Technical Skills | |
|  |  |
| **Operating Systems** | Windows XP, 2003 Server, Vista, Windows 7 |
| **Software/Tools** | MS Office especially Excel, Word and PowerPoint, SPSS |

**Personal Information**

**Name-** Jitendra Kumar Singh

**Fathers Name-** Mr. Sarban Singh

**Sex-** Male

**Marital Status-** Single

**Nationality-** Indian

**DOB-** 13th May 1989

**Alternate Number-** +91-9717117818

**Hobbies-** Listening to music & interacting with new people.

**Present Address-** 1400x/13,4th Floor Govindpuri Kalkaji New Delhi - 110057

**Date:**

**Place:- Delhi (Jitendra Kumar Singh)**