**CURRICULUM VITAE**

**SURENDRA KUMAR**

1411-B/13,Govindpuri, Kalkaji, New Delhi-19, Mobile No- +919871114055;

E-mail: [surendrakumar672@gmail.com](mailto:surendra.kumar09@rediffmail.com), [kkkk672222@hotmail.com](mailto:kkkk672222@hotmail.com)



**OBJECTIVES**: - A challenging position which is mutually beneficial relationship where in my professional goals & company's objectives can run in tandem towards augmentation of myself as a professional & the organization.



**SUMMARY OF SKILLS:**

* Complete Master of Business Administration-MBA
* B.A from CSJM University Kanpur.
* Proficiency in MS office, Internet and linguistic known in English, Hindi.
* 2.5 years experience in sales & marketing & financial services.
* A systematic, organized, hardworking, honest, positive thinkers and dedicated team player with an analytical bent of mind, determined to be a part of a growth-oriented organization.



**EXECUTIVE PROFILE:**

* Currently working in  **I processservicesindia pvt ltd Associatewith (icici bank ltd)**as a Team Leader and salespersonalloan, insurance(elitewealthelitelife etc)& Auto Loan.
* A talented, qualified, organized and accomplished management professional more than 2 years of qualitative experience.
* Interact with clients on phone, e-mails and in-person meetings.
* Marketing and sales in corporate & non corporate companies,High Net worth customers,

Public Relation,

* Research and Products analysis skills, industry knowledge and ability to work independently, open to learning and flexible.
* Collection of database of target companies from internet, directories and cold calling. Generating appointments from these companies for explaining the services offered by us.
  + Some of my key competencies are: ⦁ Business Planning ⦁ Business Development ⦁Business Planning.



**WORK EXPERIENCE**:

* **ICICI BANK LTD.**

Profile Team Leader

Experience may. 2013

**JOB RESPONSIBILITIES**:

* Handle direct customers, responsibility for handling the channel business for the investment.
* I am responsible in developing relationship with Business partners and high net worth customers to sell Auto loans.
* We are organized sale promotion activity such as camp, canopy in the first week of the month.
* Creation of relationships between customers and ensure smooth servicing and operations.
* Implement defined market strategies to achieves targeted sales, provide regular updates to the immediate superior as and when required, sourcing new business.
* Interact with clients on calls, e-mails and in-person meeting.
* Execute business-raise loan and facilitate buy Auto loan to the customers.
* Evaluation and daily feedback of daily activity report to give Regional Manager.

**PREVIOUS EMPLOYEE:**

* **AXIS BANK LIMITED**

Profile Sales Executive

Experience Aug 2012 to jan 2013

**JOB RESPONSIBILITIES**:

* Lead Generation from Open Market, Existing Bank Database, References & cold calling
* Building Professional Network to sell/opening the account
* Establishing and managing relationship and generating prospective leads.
* Engage with property buyers and high net worth to complete loan application and documentation.
* Follow-up with bank for quick processing of (CA/ SA) application, booking.
* Co-ordinate with the customer and the bank for smooth documentation and disbursal of the approved accounts.

**ACADEMIC ACHIEVEMENTS:**

1. **MBA**- from GBTU University, Lucknow with 63%
2. **B.A-** from CSJM University, Kanpur with 50%
3. **12**th- from U.P Board, Allahabad with 59.9%

**PROFESSIONAL ACHIEVEMENTS:**

* + 1. **PGDCA**- from Ravindra Institute of computer education & Management Limited; New Delhi

**SOFT SKILL & ATTRIBUTES:**

* + Organized Amiable and cooperative with all members
  + Positive attitude towards life
  + Sincere, Dedicate, Hardworking, Enthusiasts self motivate
  + Good leadership, good decision making & analytical skills

**PERSONAL DOSSIER**:

Father’s Name : Shri Krishna Chandra

Date of Birth : 15 April 1989

Sex : Male, Single

Linguistic known : English & Hindi.

Reference : Available on request

**DECLARATION**: - I hereby declare that all the information given herein is true to the best of my knowledge and beliefs.

Date…………………. **Signature**

Place--New Delhi *Surendra Kumar*