**DEVESH PANDEY**

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***Career Objective***

Seeking a position in an organization to utilize my skills and abilities in the field of sales and marketing.

***Scholastics***

* 2012: PGDM (Marketing) from Indira School of Business Studies, Pune with First Class.
* 2009: B.Sc. (computer science) from Indira College of Science, University of Pune with Second Class.
* 2005: HSC from Beersheba School, Pithoragarh with Higher Second Class.
* 2002: SSC from Beersheba School, Pithoragarh with First Class.

**Academic Attainments**

* Successfully completed a 250 hour comprehensive **performance-based Leadership Development Programme** by **Stratecent Consulting** and have acquired the following skills.
  + **Negotiation Skill**
  + **SPIN selling**
  + **Problem Solving Skills**
  + **Strategy**
* Successfully completed a 4 day certificate program in **Sales and Marketing** developed by **NIS Sparta.**
* Successfully completed an intensive program on **Business Etiquettes** and **Grooming** by consulting firm Ecole **Solitaire**, Pune.

**Technical Skills**

Operating Systems Windows /XP/ 7

Software Microsoft Office ( Word, PowerPoint, Excel)

***Work Experience***

**Organization:** Max Life Insurance Co. Ltd

**Duration:** SEP 2012 to Till date.

**Designation:**  Associate Manager

**Job Profile:**

* Work closely with branch sales and operations team to provide innovative product solutions to address customer’s protection, long term savings and investment needs.
* Strengthen the long term relationships with customers by providing excellent customer service.

To generate business from allocated branches.

* Achieve sales targets as per the agreed sales plan and ensure full adherence to the sales process.
* Ensure understanding of internal login processes and timely updating of records, appropriate documentation and checks to reduce the turnaround time.
* Servicing the leads as provided by the channel partner, analyzing sales opportunities, identifying and prospecting the leads coming from bank.
* Ensure sales MIS are maintained as per defined schedules and formats.

**Achievements**:

* Qualified for ASO 2014 international contest to Pattaya.
* Won the JFM 2014 contest 'The Big Leap' and went to **HongKong** for the business convention in the month of JULY 2014.
* Featured in the STAR OF THE MONTH JUNE 2014 with 174% target achievement.
* Featured in the STAR OF THE MONTH MAY 2014 with 102% target achievement.
* Featured in the Top 100 Associates' list PAN India for the Month of MARCH 2014.
* Won the contest 'September ka Sehenshah” in Sep 2013.

***Academic Projects***

**Organization:** HDFC Bank, Pune

**Project Title:** “Comparative Analysis of Savings Account of Private Banks in India”

**Details:**

* Studied about the savings accounts that are being offered to the customers by the banks.
* Did sales to increase the customer base of the bank.
* Potential customer’s feedbacks were taken to analyze their requirements and expectations.

**Duration:** 2 months.

**Achievements:**

* Negotiated deals worth Rs 20 lakhs.
* Opened 20 savings a/c during the project.

***Beyond Academia***

* Member of Indian Scouts from the year 1997 to 2000.
* Captain for winning team for inter school Hockey Championships in 2002.
* Member of N.S.S from 2007 to 2009.
* Won first prize in management game “**Business Baazigar**” in 2010.
* Represented the college in Pune University’s management game **“Best Board of Directors”** and reached till the finals in 2010.
* Member of the winning team for the talent hunt contest in college fest 2011.

***Personal Dossier***

**Date of Birth:** 27/07/1987

**Marital Status:** Single

**Strengths:**

* Team player
* Excellent communication skills.
* Quick learner
* Committed towards work.

**Languages:** English and Hindi.