### AM

### **AMIT SHARMA**

Email: [amitsharma5686@gmail.com](mailto:amitsharma5686@gmail.com) Permanent address: 4/634 Vikas nagar Lucknow U.P

### Contact No: - +91-9168926606 Present address:-Flat No A-4 Surajban Soc.

### Ganesh-khind Road near kastoor-basti Aundh.

### Pune -411007

**Seeking a challenging career with a leading organization that would help me cultivate and nurture my skills with an opportunity to display my talent and become an asset to the organization.**

**Profile &Strengths**

* Expertise in managing bank operations and implementing strategies towards enhancing business volumes and growth as well as analysing & assessing revenue potential in new business opportunities; excellent planner with proven abilities in accelerating growth and generating customer loyalty levels while serving banking institutions and corporate sectors effectively.
* Possess strong business sense with the ability to conceive profitable and efficient solutions utilizing technology. Industrious, thrives on a challenge while working effectively with all levels of management and the people therein.

**Current Job**

**August 2014 - Present Yes Bank Ltd. Assistant Manager**

Job responsibilities

* Acquisition of high net worth value saving accounts and high transacted current account.
* Revenue generation by cross sale & assets sales (LAP, LAS, TERM LOAN, DOD, GL,LI and MF)
* Competently maintain highest standards of customer service through direct liaison and co-ordination with clients regarding their requirement.
* Closing leads given by branch
* Deepening of mapped portfolios of customers.
* Maintain daily sales report & report to branch sales manager.
* Mentoring new candidates.

**Previous Job**

**May 2012 to June 2014 IndusInd Bank Ltd. Assistant Manager**

Job responsibilities

* Acquire SA, CA, FD’s as well as other cross sell products like Life Insurance, General Insurance, and Mutual Funds etc...
* Competently maintain highest standards of customer service through direct liaison and co-ordination with clients regarding their requirement.
* Deepening of mapped portfolios of customers.
* Maintain Daily sales report & report to branch sales manager.
* Mentoring new candidates.

**September 2011 – May 2012 HDFC Bank Ltd Sales Officer**

Job responsibilities

* Relationship marketing, servicing existing clients, brand promotion and dealing with HNI client for sourcing business.
* To acquire customers for High value accounts as well as does the cross sell of various products like life insurance, general insurance, mutual fund, etc...
* To achieve direct targets defined from time to time.
* Servicing the clients.
* Resolving customer queries related to banking services and transactions

**Educational& Professional Credentials**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **DEGREE** | **BOARD/UNIVERSTY** | **NAMEOFSCHOOL**  **/COLLEGE** | **YEAROFPASSING** | **GRAD** |
| **S.S.C** | Uttar Pradesh Board | Dr.V.P Inter Collage Lucknow , (U.P) | 2003-2004 | II |
| **H.S.C** | Uttar Pradesh Board | Rashtra Bharti Inter Collage ,Lucknow (U.P) | 2005-2006 | II |
| **B.Com** | Lucknow University | A. Islamia Degree Collage,Lucknow (U.P.) | 2006-2009 | II |
| **PGDM**  **Marketing** | Pune University | Sinhgad Institute of Business Administration & Research, Pune | 2009-2011 | II |

**Project Undertaken: -**

**Name of the Company : - Excel Quality Consultancy Private Limited**

**Tenure : - 2 months (1st May-2010 to 31st June-2010).**

**Project Profile : - Effect of I.S.O in organization**

### **Technical Skills:-**

* Operating System : Win Family ( 2000, XP, Vista )
* Package : MS- Office (Word, Excel, Power Point )
* SAP (basic knowledge)
* Passed Tally Certified Professional Online exam.

**Achievements:-**

* Participated in Modeling & Singing at Collage level.
* Won prizes at school and college level for singing, mono-play and many more.
* Worked in N.S.S. camp in intermediate.

**Personal Details:-**

**Date of Birth** 14 Feb 1990

**Co-Curricular Activities** Economic dailies, Share trading, etc.

**Nationality** Indian

**Sex** Male

**Language Abilities** English, Hindi.

I hereby declare that the information furnished above is true to the best of my knowledge and belief.

**Place :** Pune

**Date : (Amit Sharma).**