**RESUME**

**DEEPAK**

**Present Address -: Mobile No -:** 9253370788

**Bhatnagar Colony E – mail -: deepsharma814@gmail.com**

**Gali No.11, Rohtak Road,**

**Jind (Haryana) Pin- 126102**

**Career objective**

To contribute, proficiently, my best to the organization, bringing into use my knowledge, learning & experience in turn grow professionally as well as individually along with the organizational success & growth.

**1. Work Experience**

**Name of Organization:** Kotak Life Insurance

**Designation: Recruitment and Development Manager**

**Duration:** From 16th April 2015 to till date.

**2. Work Experience**

**Name of Organization:** YES BANK LTD

**Designation: Client Relationship Partner**

**Duration:** From 09th, Jul, 2014 to 15 April 2015.

**3. Work Experience**

**Name of Organization:** HDFC BANK LTD

**Designation: BRANCH SALES OFFICER** (BSM Model)

**Duration:** From 27th, Feb, 2013 to 08 Jul, 2014

**Job responsibilities -**

**Channel Sales & Management**

* Managing business through implementing all the promotional campaigns run by the bank time to time.
* Responsible for main business and market penetration by cross selling other products of the bank.
* Ensure that the existing team is regularly updated on all product modifications and there is daily monitoring and regular feedback.

**Business Development**

* Planning & implementing various policies & procedures for increasing business & sales growth.
* Key strategies to augment business?
* New markets developed / more penetration into existing markets??
* Generating business through relationship management with bank’s existing Clients.

**Customer Support Management**

* Interacting and providing solutions to customers’ queries and enhancing delivery service quality according to customers’ feedbacks.

**ACHIEVEMENTS:**

v Consistency in performance in assigned product domain.

v logged in highest number of Current Accounts (including max and plus Current Accounts) in Jind Branch.

v Getting appraised many times in the tenure of 6 Months

**Educational Qualification**

|  |  |  |  |
| --- | --- | --- | --- |
| **Degree** | **Board / University** | **Year of passing** | **Marks** |
| BBA | Kurukshetra University, Kurukshetra | 2013 | 53.00% |
| XII | Haryana Board of Secondary Education | 2009 | 74.60% |
| X | Haryana Board of Secondary Education | 2007 | 60.66% |

**Computer Proficiency**

Completed one year Diploma in computer application from Capital Info Tech.

Basic Knowledge of MS Office, MS Excel, Internet usage

**Personal Details**

Father’s Name : Sh. Zora Singh

DOB : 07TH Sep 1992

Sex : Male

Languages known : English, Hindi, Punjabi

Nationality : Indian

Hobbies : Interact to people, traveling, reading books

Date:

Place: **(DEEPAK)**