**Experienced sales and marketing professional with strong sales, relationship management and negotiation skills. Expertise in achieving revenue targets and increasing profitability. Selfmotivated and driven.**

# Career objective

# Seeking a challenging and rewarding career in a diverse environment where my strong work ethic, education, and expertise can be used to help promote the mission and exceed team goals.

# Professional EXPERIENCE

|  |  |  |  |
| --- | --- | --- | --- |
| Organization 1 | American Express | Duration | Mar 2014- Present |
| American Express India, The world's largest card issuer by purchase volume provides innovative payment, travel and expense management solutions for individuals and businesses of all sizes.  **Profile: Senior Relationship Manager**   * **Driving sales and revenue generation**: Achieving sales target for self and team by acquiring high net worth clients. * **Corporate Partnership**: Driving business development by partnering with business heads of leading organizations for corporate tie-ups. * **Lead Generation** : Research and generate high profile leads and connect with them for meetings to understand their credit requirements. * **Client Acquisition** : Acquire new clients through face to face meetings to understand their needs and present suitable solution including cross selling and up selling. Acquiring new customers through references. * **Client Servicing** : Communicate client requirements to product manager and customer service to endure client satisfaction. * **Management:** Responsible for managing two Relationship Officers and mentoring them to achieve their sales target. * **Promotional Activities:** Engaging in volume driving activities at strategic locations like Reliance Corp Park, large format stores, Golf clubs.   **Key achievements:**   * Got promoted as a Senior Relationship officer in Jan 2015 after consistent performance of 9 months and Got a fast track promotion from SRO to RM in the month of June 2015. * Consistently achieved 300% targets every month. * Won Seven monthly spot contests. * Winner of PAN India contest for the month of August and November 2014. * Winner of Standing instructions contest for two months. * Successfully derived results from corporate and venue activities like Reliance, Bayer, IDBI Capital, Royal Bank of Scotland Croma, US club Activity. | | | |

|  |  |  |  |
| --- | --- | --- | --- |
| Organization 2 | Outreach Integrated Services Private Limited  (For Vodafone Essar Digilink Ltd.) | Duration | May 2009 to Nov 2011 |
| Location | Alwar, Rajasthan |
| Vodafone Essar India is a leading provider of wireless telecom Services in india.  **Profile: Senior Sales Executive(Corporate Postpaid )**   * Generating new Lead of Semi Corporate group. * Making cold calls For Selling Post-paid Connections. * Direct selling to corporate client as well Individual client. * Trained the team. * Present Solutions to Customers.   **Key achievements:**   * Awarded “BEST PERFORMER” DST for Branch Alwar during the Promo ”Rang De Rajasthan” by Head Sales and AVP Sales and Marketing Rajasthan at Vodafone.(Vodafone Essar Group) ( For June 2011-July 2011) | | | |

# SUMMER INTERNSHIP

**Organization: - State Bank of India (May 2013-July 2013)**

**Designation: -** Management Trainee (Marketing Research) **Location: - Mumbai**

**Name of Project:-**

* Study of Effectiveness of Various Publicity Medium in Rural & Semi Urban Regions and Find out Effective Modes of Advertising.

Responsibilities:-

* Visited some branches of SBI in Rural Area and got the information.
* Prepared some Customer survey Questionnaire for understanding the Effectiveness of Advertising of SBI Bank Product.

**Name of Project:-**

* Market Share of SBI in Car loans and System, Procedure & Marketing of major Competitors in car loans.

Responsibilities:-

* Visited some Major Competitor Bank Did Mystery Enquiry of Car loans.
* Visited RTO offices, Car dealers.

# ACADEMIC PROFILE

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Degree** | **Institute / School** | **Board** | **Year** | **Results** |
| PGDM | VESIMSR, Mumbai | Approved by AICTE | 2014 | 63.96% |
| Bachelor of Commerce | R.R College, Alwar, Rajasthan | Rajasthan University, Jaipur, Rajasthan | 2011 | 53.16% |
| HSC | Jain Senior Secondary School, Alwar, Rajasthan | Board of Secondary Education, Rajasthan | 2007 | 48.77% |
| SSC | Gopal Academy Senior Secondary School, Alwar, Rajasthan | Board of Secondary Education, Rajasthan | 2005 | 56.67% |

# ACADEMIC PROJECTS AND ASSIGNMENTS

Live Project

**Organization:-Future Group India Ltd (22nd Jan2013 - 27nd Jan2013)**

**Profile:** Management Trainee **Location: -** Mumbai

**Project** **of Retail Marketing during “BIG DAYS” at the Big Bazar Express Store.**

* Promoting loyalty card program and Crowed Management in the store.
* Offer display for products.
* Trained the Sales Executive for Promoting and Selling the T24 Mobile Sim Card in the store.

**Key achievements:**

Awarded “BEST PERFORMANCE” during the Promo “SABSE SASTE 5 DIN” at the BIG BAZAR EXPRESS STORE (Future Group).

Other Project

* Prepared Customer Survey questionnaire on Idea 3G technology and presented a report.
* A Study on Consumer Attitude towards Times of India.
* Live project of Rural marketing, For understanding the 4P’s of Spurious Product.
* A Project on Internet marketing to promote a restaurant business through Social Media.

# SPECIALITIES

* Relationship Management, Lead generation, Market research, Business development, Team management, Client Servicing, Negotiation

# SKILLS

* Good Interpersonal and Presentation Skills.
* Effective Time Management.
* Knowledge about Chart Nexus, MS office.
* Strong Relationship and Influencing Skills.

# ACTIVITIES

**Positions of Responsibility**

* Member of Placement Committee at VESIMSR (2012-13)

**Social Activities**

* Participated in Blood & Eye Donation Camp organized at VESIMSR.
* A Volunteer in College rally for “CLEAN INDIA GREEN INDIA”.

**Extra-Curricular Activities**

* Participated in college Events and Marketing activities.

I here by declare, that all the information furnished above is correct and true to the best of my knowledge.

Place: Mumbai

Date:

Abhishek Khandelwal