**ANUBHAV KHATRI**

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***To become a refined and an enterprising professional with excellent skills in my chosen fields of study and to inculcate within me a habit of continuous learning so as to enhance my knowledge and utilize the same in taking effective decisions.***

**PROFESSIONAL SYNOPSIS**

***Core functional strengths include:***

Strategic Planning Sales & Marketing New Initiatives

Business Development Channel Management / Logistics Product Promotions

Liaison / Coordination Public Relations Executive Leadership

***Managerial Skills:***

Expert presenter, negotiator with strong business acumen.

Good communication and people management skills honed through managing multi skilled teams.

**PROFESSIONAL EXPERIENCE**

***Serving inESSKAY ENTERPRISES.AsSenior Sales Manager( 1stoct 2013- Till Date).***

* Have been given the whole responsibility of the Company in the terms of generating revenues and making a good brand name for them in the market by spreading the awareness.
* Taking care of the whole Sales Processes for my entire team.
* responsible for taking care of my Team’s P&L and try to achieve profitability.
* Enhancing relationships with HNI Clients for Business Development.
* Enhancing relationship with corporate for Business Development.

***Serving inALMONDS COMMODITIES PVT.Ltd. as Sales Manager.(01st August 2011 – 30th Sep 2013).***

* Have been given the whole responsibility of the branch in the terms of generating revenues and making a good brand name for them in the market by spreading the awareness.
* Taking care of the whole Sales Processes and compliance for my entire team.
* responsible for taking care of my Team’s P&L and try to achieve profitability.
* Enhancing relationships with HNI Clients and conducting Personal Financial Review & providing assistance in there Asset Allocation and Portfolio Management.
* Selling Third Party Products (Mutual Funds, Structured Products, and Life Insurance), Liability and Asset Products to HNI customers.

***Achievements:***

* Get the hike of 20%

***Served in ING LIFE INSURANCE COMPANY Ltd. as Sales Manager.(16th Feb 2009 – 30th July 2011).***

***The Key Deliverables:***

* I amHave been given the whole responsibility of the branch in the terms of generating revenues and making a good brand name for them in the market by spreading the awareness.
* responsible for taking care of my Team’s P&L and try to achieve profitability.
* Taking care of the whole Sales Processes and compliance for my entire team.
* Motivating the whole sales staff and trying to build a name for our organization in the Financial Industry.

***Achievements:***

* *Salary hike of 1Lac within 6 Months of joining.*
* Received many certificates for excellent performance in Life Insurance, and overall performance delivery.

***Served in ICICI BANK Limited ass a Business Development Executive. (15th April 2005 – 30th June 2007).***

***The Key Deliverables:***

* Handling the Branch clients in terms of their servicing requirements and as well as cross selling of different products.
* Maintaining a strong growth of the business.
* Helping the branch and the region to achieve its designated growth numbers and providing them with efficient business inputs.

***Achievements:***

* Received many certificates for excellent performance in Life Insurance, and overall performance delivery.

**Projects:**Relationship Management & Distribution Projects in the **JM FinancialAMC.**

**Responsibilities:**Enhancing relationships with Banks & Capital maintain relationship with Asst.

Relationship Manager, Relationship Manager, Branch Head, and Vice President.

**ACADEMICS & CERTIFICATIONS**

* Post Graduation Diploma in Business Management(2007-2009).
* B.Com (2005)
* Intermediate(2002)
* High School(2000)

**IT & TECHNINAL SKILL SET**

**User Package:**MS-Word, MS-Excel, MS-PowerPoint; **OperatingSystem:** DOS, Windows; **DBMS/ RDBMS:** MS-Access; **LANGUAGES KNOWN:** Visual Fox Pro, Visual Basic

**SOFT SKILLS**

Have performed in many Stage Shows as a Dancer (Western and Folk)

Anchor (Radio & Television)

N.C.C. “A” Certificate holder

House Prefect in School

**PERSONAL DETAILS**

Father’s Name : Mr. AJAY KHATRI

Date of Birth :22ndof Feb 1986

Language Known : English & Hindi

Marital Status : Unmarried

Nationality : Indian

I do hereby declare that the information supplied above is true as per my knowledge and belief.

**(ANUBHAV KHATRI)**

**Date:**