**KSHITIJ KUMAR SAXENA**

**Mobile:** +91 9999076225

**E-Mail:** kshitijsaxena0107@gmail.com

**Job Objective**

**Managerial assignments in Business Development / Sales & Marketing / Relationship Management with a high growth oriented organisation in Banking or Insurance or Financial services sector.**

**Areas of Expertise Sales**

**Business Development / Marketing**

* Overseeing marketing and sales operations for achieving increased growth & bottom-line profitability and initiating market development efforts.
* Conceptualising and implementing competent business strategies to market a wide range of Life Insurance products and achieve pre-set sales and profit targets.

**Client Relationship Management**

* Identifying prospective clients including corporate clients, generating business from the existing clientele, thereby achieving business targets.
* Building and maintaining healthy business relations with major clients, ensuring maximum customer satisfaction by achieving delivery & quality norms.

**Marketing Planning & Advertising**

* Devising new methods to penetrate the market for better visibility of services & offerings, marketing campaigns. Designed brochures, websites, certificates, flyers etc.

**ICICI Prudential Life Insurance Co. Ltd.**

**Senior Financial Service Manager- Direct Marketing Dec 13 – Till Date**

**Responsibilities:**

* Meeting Pre-fixed clients to provide service and solutions regarding their investments.
* Generating Wealth business with products of Insurance.
* Retention of clients and maintaining healthy relationship with HNI clients and providing best services.

**Previous Employment**

**Ascentsign Consulting Pvt Ltd , Noida**

**Business Development Manager Jan 13- Nov 13**

**Responsibilities:**

* Client Relationship for recurring business & new client development, engagement & retention.
* Generating Wealth business with products of Insurance.
* Maintaining healthy relationship with HNI clients and providing best services.

**International Quality Consulting Group, Delhi**

**Senior Consultant - Sales and Business Development Jun’09 – Dec’12**

**Responsibilities:**

* Identifying target markets & customers, approaching them through various media i.e. social media (LinkedIn etc.), mailers, direct visits & appointments, phone calls etc., discussing customer requirements & creating awareness about iQCG service portfolio, follow up for the business and close the deal.
* Maintaining healthy relationship with clients and providing best services.

**Summer Internship**

**Organization:** Standard Chartered Bank, New Delhi

**Duration:** 2 months

**Designation:** Sales Executive

**Title:**  Comparison between ULIP and Traditional Products.

**Co Curricular Activities**

* An active participant of the organizing committee and dance competition in inter college Fest Melange-2006 and Bharat Mohatsav-2005.

**IT Course**

**Language Known:** C, C++, VB6, HTML.

**Package:** Well versed with MS Office and Internet applications.

**Education**

**2007 MBA** (Marketing & Finance) from Institute of Management Studies, Ghaziabad.

**2005 BCA** from M.J.P. Rohilkhand University, Bareilly.

**2002 12th** from CBSE Board, Bareilly

**1999 10th** from CBSE Board, Bareilly

**Personal Details**

**Date of Birth:**  1st July 1983.

**Present Address:** 2105, Diamond Square, Sector 6, Plot no. 13A, Dwarka, New Delhi 110075