**DHARAMPAL SINGH JADON**

**31. Jyoti Nagar, Gandhi Raod, Thatiur**

**Gwalior (M.P.)**

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**With my hard work and dedication I want to scale new heights in this competitive environment of marketing of financial & engineering technology also seeking a challenging role time position that will offer work experience and utilize Management, technical and interpersonal skills leading to professional enhancements.**

**TECHNICAL QUALIFICATION:-**

* Degree in Electronics & Communication Engineering from R.G.P.V. University with 66.09% Session.2007-2011
* Persuing PGDBM from Narsee Moonjee Institute of Management Studies.

**TOTAL EXPERIENCE:-**

* An incisive professional with about 4 yearsof experience in Sales in financial & as well in technical market with Operations.

**EMPLOYMENT:-**

* + **Presently working** at **“INDUSIND BANK LTD”** as **Select RM since July’15**
  + **Jan'14 to June'15 working** at **“ICICI SECURITIES LTD”** as **Sales Manager.**
  + **May’2013** to **Dec’2013 worked** at **“SHAREKHAN LTD”** as **Sr. Sales Executive.**
  + **June 2012** to **April’2013 at “INGERSOLL RAND INDIA LTD”.** As a **Service sales Engineer.**
  + **July 2011 to May 2012** working with **Rhino services pvt ltd**. As a **Project Coordinator.**

**INDUSTRIAL TRAINING:-**

* Successfully completed Industrial training in SURYA ROSHNI LTD., Malanpur Bhind (M.P)
* Successfully completed Industrial of 1-month training in J.K.TYRE LTD., Banmore,Gwalior (M.P)

**PROJECT WORK:-**

* Project Work on **1200 SCMH kirloskar** CNG Compressor from foundation to erection & Commissioning with **scada & all automation** system, Tubing, Piping ,Field wiring,Co2 installation for Fire preventation & all Safety Equipments costing, material purchase,billing,negotian etc. at **Rhino Services Pvt Ltd.**
* **LDR** Circuit in minor project in 6th semester.
* **MOBILE OPERATED DOOR SYSTEM** in major project in 8th semester.

**JOB RESPONSIBILITIES:-**

* Team building, co ordinate with bank team, recruitment, Cross sell of other banking products like ( CASA,LI,MF,HL,PL,GL etc) & setup monthly targets for team at **ICICI Securities ltd.**
* Handling 12 branches including nearby location of Gwalior.
* Acquire clients, giving presentation to the clients at **Sharekhan ltd.**
* Prepare the Ideas to develop the business **Sharekhan ltd.**
* Prepared the Innovative marketing ideas to increase the business **Sharekhan ltd.**
* Job profile at **Rhino Services** includes Billing, Negotiation, and Report to managers.
* My work responsibility at **Rhino Services** also include man power handling.
* Prepare the monthly plan for visit the Clients at **Ingersoll Rand.**
* Prepare the presentation for better understanding of product.

**ACHIEVEMENTS:-**

* + Top in MP region for Highest prepaid Value debit & Value Product also at ICICI Securities Ltd.
  + 3 Month productive progress plan Qualified with silver Category By Achieving given target In all respects like Team building, Online exams & Max Numbers at **ICICI Securities Ltd.**
  + Continuously from 3 months appreciated by zonal head for highest no. of clients & accounts acquired in MP at **Sharekhan Ltd.**
  + Win the **2nd prize of SDT** presentation Competition at plant level in Ingersoll rand at TATA Motors Plant.
  + Prepare an **A-0 Sheet** as training module on Screw Compressor, Which is best A-0 Sheet in whole utility at TATA Motors.

**HOBBIES & ACTIVITIES:-**

* Net Surfing.
* Playing Chess & Cards.
* Playing volleyball, basketball, football.
* Participate in various events in school and college.

**PERSONAL TRAITS:-**

* Honest, Sincere & Consistent.
* Adjustable in every atmosphere.
* Team –working capability.
* Having Patience.

**EDUCATIONAL QUALIFICATION:-**

* 10+2 from M.P. Board with 56%
* 10th from C.B.S.E. Board with 56%

**PERSONAL DETAIL:-**

Father’s Name : Sh. Mahesh Singh Jadon

Date of Birth : 21st July 1987

Nationality : Indian

Language Known : English, Hindi

Sex : Male

Marital Status : Unmarried

Expected Salary : As per company Norms.

Date : Oct'15

Place : Gwalior **(Dharampal Singh jadon)**