**DEEPAK KUMAR JHA**

**H.No-93,A**

**Phase-3**

**New palam Vihar**

**Gurgaon-122017**

Mobile No:**9810763837**

E-Mail: jdeepak.108@gmail.com

**OBJECTIVE**

To contribute my best to the organization, irrespective of the project undertaken and to utilize my skills to perform the job to the best of my ability with zeal.

**BRIEF OVERVIEW**

* Experience in Sales and Marketing in Financial sales.
* Exposure in implementing marketing strategies and creating direct sales channels for prospective clients.
* Understanding of business process visualization and modeling techniques by identifying and implementing key business processes and activities.
* Skills in communication, presentation & relationship management with dexterity in driving frontliners to attain highest echelon of performance levels.

**CREDENTIALS**

* PGPM (International Business)from IMT CDL Ghaziabad
* Diploma In Computer from SCT,Delhi
* Graduation from TMBU
* 12th from BIEC PATNA
* 10th from BSEB Patna

**Selling of Financial Products/ Services**

**Area of Operations;** Delhi, Gurgaon, Noida,Ghaziabad

**Products;** Savings A/c, Mpower A/C, Current A/C, Insurance, Mutual Funds, D-Mat & Trading Account

**ORGANISATIONAL EXPERIENCE**

**April 11- Till date with Dani Commodities Pvt. Ltd. As Relationship Manager**

* Generating Revenue from existing set of clients, Servicing to the Clients.
* New clients Acquisition- Opening of D- Mat & trading Account
* Establishing relationships with new clients by regular presentations or discussions.
* Providing services to the clients and maintain healthy relationships with them
* Cross selling of Mutual funds,IPO's & other financial products.

**Sep09- March11 with KOTAK MAHINDRA BANK Bank as Asst Manager**

* To increase the book size of the branch.
* Generating the new business through acquiring new customers
* Generating the Cross sell Business like Insurance & Mutual Fund.
* Analyzing, organizing and coordinating the processes between operations and marketing related activities to ensure smooth operations.

**June08- Aug09 with IDBI BANK as a Team Leader (Corporate Sales)**

* Handling a team of sales Executives
* Proper allocation of target to sales representatives, mentoring and guiding them towards attaining sales targets.
* Implementing marketing plans for accomplishment of performance milestones.
* Maintain relationship with the Corporates and a smooth handover to Relationship Team after the prescribed timelines.
* Accountability for revenue generation targets and overall sales figures.
* Analyzing, organizing and coordinating the processes between operations and marketing related activities to ensure smooth operations.

**June06 - May08 with ING VYSYA BANK as Sr. Sales Executive (Corporate Sales)**

* Implementing marketing plans for accomplishment of performance milestones.
* Generating the new business through acquiring new customers
* Accountability for revenue generation targets and overall sales figures

**PERSONAL PROFILE**

Father’s Name : Mr. Shyamanand Jha

Date of birth : 15/02/1983

Sex : Male

Marital Status : Unmarried

Language Status : English & Hindi

Nationality : Indian

Permanent Address : Village- Gosichak, Post- Balbadda Dist- Godda (Jharkhand)

Hobbies : Reading Book & Playing Cricket

Date : …./…./……

Place:……………. **(Deepak Kumar Jha)**