**NEHA SHARMA**

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# Profile

***To achieve professional satisfaction, career progression & personal development by working in a learning environment that encourages growth and enriches my experience.***

**PROFESSIONAL**

* A Science Graduate with four years of experience in Financial Industry
* Last worked with **Deutsche Bank** Ludhiana.
* Proficient in lead generation.
* Adept in Client Relationship Management with depthless in understanding client’s requirement and

Resolving their queries.

* Excellent interpersonal, analytical & negotiation skills developed in multicultural environments.
* Good in building Relationships and maintaining them.

**CAREER HIGHLIGHTS**

**EXPERIENCE: Worked with Deutsche Bank, Ludhiana from June 10 to Feb 2011**

**PROFILE: Associate Manager: HNI**

***Key Result Areas***

* Sourcing & Servicing of HNI Saving and Current Accounts customers of the bank ..
* Providing investment Solutions to the same.
* Generating business for Insurance and Mutual Funds.

**PAST EXPERIENCE:**

**Worked with IDFC Mutual Fund, Ludhiana from Aug 09 –July 10 as Relationship officer ( Banking )**

***Key Result Areas***

* Managing all the Private Banks such as HDFC, AXIS, HSBC, ICICI, IDBI, KOTAK, STANDARD CHARTERED in term of sourcing of business.
* Promoting sales of the company’s products in the cluster
* Achieving assigned targets by providing all possible support to the banks.
* Drive contests and strategic tie-ups for the sake of business.
* Attending and customer conducting training for the personnel of branch
* Maintaining relationships with all the banks.
* Giving presentations for business development.

**PAST EXPERIENCE: Worked With HDFC Bank as a Team Manager in retail liabilities from Oct-07 to Aug-09**

* Generating leads for new saving and current accounts.
* Handling direct sales team of 12-15 people.
* Reviewing insurance needs and financial plan of the customers and suggesting the best solution keeping in mind their tax liabilities.
* Scheduling the tasks in an effective manner to attain the given objectives.
* Giving presentations at work sites and also to prospective customers.
* Handling the customer service operations for rendering and achieving quality services
* Resolving customer complaints on performance bottlenecks
* Providing value added customer services by attending customer queries and issues.
* Sourcing Demat and HSL accounts.
* Co-ordination with branch for dispatching of Accounts.
* Cross Selling of Products like Fixed Deposits, mutual Funds.

**PAST EXPERIENCE: Worked as a sales co-coordinator with Axis sales Limited, Subsidiary of AXIS bank from May 07-Oct 07**

* Sourcing leads for credit cards.
* Attaining goal sheet targets consistently
* Business Sourcing from HNI Clients.

**SIGNIFICANT ACHIEVEMENTS**

* Distinction of attaining my goal sheet targets month on month.
* Promoted as a team leader from a sales Executive on the basis of consistently good performance within 6 months of joining

**ACADEMIC**

* Pursing Masters in Business Administration from Symbosis,Pune.
* B.Sc (Non Medical) from Punjab University in 2007.
* 10 +2 (Non Medical) from PSEB in 2004

**PERSONAL DETAILS**

**Address :** Shri Nath niwas6652/3C ,St no.2 Jassian Road, Ludhiana

**Date of Birth :** October 20th 1985.

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