CURRICULUM VITAE

***Samar Jani***

**Career Objective**

Being a self motivated, articulate and result oriented person, I would like to pursue a challenging career in management which is full of challenges and that has responsibilities and decision making situations. As the years progress, I want to make a mark in my area of work and contribute immensely to the profitability of the company I am associated with.

**Summary**

2+ year experience in sales & marketing with CASA & Insurance.

Good relationship builder, Sound Interpersonal skill and Team Worker.

Communicative, adaptable and confident problem solver and team player with initiative and a high threshold for stress.

**Personal Details**

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| --- | --- |
| **Name** | **SAMAR MUKESHBHAI JANI** |
| Date of Birth | 02-06-1991 |
| Address | 29,Jankalayan Society  Near Ajwa Road Post office,  Navjivan, Ajwa road,  Vadodara- 390019  Gujarat - India |
| Telephone | 91-9879734996 |
| Email – id | [samarjani@rocketmail.com](mailto:samarjani@rocketmail.com) |

**Educational qualification**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sr.**  **No.** | **Exam / Degree** | **Board / University** | **Year of Passing** | **%**  **Obtained** |
| 1. | S. S. C. – 10th | GUJ. S.S.C.E. BOARD | 2006 | 65.71% |
| 2. | H.S.C. - 12th | GUJ. H.S.C.E. BOARD | 2008 | 56.29% |
| 3. | B. COM. | M. S. University of Baroda | 2012 | 50% |
| 6. | M. B. A.(Finance) | Karnataka State University | April 2014 | Result Awaiting |

**Work Experience**

**INDUSIND BANK LTD,**

Tenure: January 2014 to till

|  |  |
| --- | --- |
| Designation | Associate Sales Manager ( CASA) |
| Job Location | Baroda |
| Job Description | Handling Products like : Current Account, Saving Account , Home Loan , Insurance Policy, Mediclaim, Cash credit, Loan Against Property, Credit Card   * Acquiring of NCA CASA clients and increasing the book size of FTM, MTD and also the YTD. Increase customer base for conventional banking products. * Ultimately enhance customer acquisition and servicing the existing customers. * Accountable for training, updating the team on products and KYC norms. * Responsible for monitoring the portfolio health of all newly opened non managed retail current accounts in the branch, with respect to on-boarding, activation, value build-up & AQB maintenance * Getting the public to know about the liabilities of the Indusind Bank offers and creating awareness about the product. * Effectively interfaced with all departmental levels to ensure productivity. |

**Aditya Birla Minacs**

Tenure: June 2012 to January 2014

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| --- | --- |
| Designation | Customer Service Associate |
| Job Location | Baroda |
| Job Description | Working with Birla Sun life Insurance Department   * Handling customer queries regarding insurance, Maintain Database * primary verification with customer of insurance before policy gets issued, to give green signal and submit policy for further issuance if details verified completely as per mentioned in application  form & plan features. |

References will be provided

Thanking you and more in person,

Yours faithfully,

[Samar M. Jani]