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**swapnil verma**

H.NO.198 Kot Red Building Old City Bareilly U.P India Pin-243005.

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**OBJECTIVE**

I strive to work for an organization where I can show my marketing skills to find out the right target audience, their requirements and accordingly formulate a successful marketing strategy and passion for work and translate them into profit for the Company.



**SUMMARY OF SKILLS**

* Competent professional with **1.6 yrs of finance Industry experience in Sales(Credit Card) .**
* Adept in concepts and principles of **Marketing and Finance.**
* Qualified individual with **MBA in Marketing from RKGIT, GBTU, backed by Finance** ; having an quantitative aptitude & determination to carve a successful and satisfying career in the industry.
* Completed projects in Identifiying the potential PARTNER under the retail partnership distribution channel for ICICI PRUDENTIAL LIFE INSURANCE **.**
* **Self motivated and goal-oriented** with good communication/ interpersonal skills and high degree of flexibility, creativity, resourcefulness, commitment and optimism.



**PROFESSIONAL EXPERIENCE**

**Worked FOR AMERICAN EXPRESS ON PAYROLL serco bpo private ltd.**

**Business Development Executive. 27th sept2012-15TH MARCH2014.**

* Responsible for Sourcing premium credit card to HNI SEGMENT CLIENTS ONLY.
* Initiate interactions with clients of various organizations and seek to understand their needs; coordinate with major decision makers for long lasting business relationships.
* Update customers on latest additions services and market updates to clients to create an edge over competitors’ as well as promote organizations advancements.
* Handle Customer requests and provide effective service solutions with an eye for detail in paper work, settlement formalities and transactions to ensure customer satisfaction.
* Record all details accurately and completely for record keeping and future reference. Maintain all related documents and file/ store them precisely to favor easy retrieval.
* Coordinate with support team for handing over of work and settle customer transactions; ensure healthy working atmosphere by administering mutually beneficial interactions.



**EDUCATIONAL CREDENTIALS**

**MBA, Marketing, 2011**

RKGIT, Ghaziabad, Gautam buddh Technical University; 62.50%

**B.SC(MATHS), 2008**

Bareilly College, Bareilly, Rohilkhad University;

**Higher Secondary, 2005**

UP BOARD, Lions Rohilla Inter College, Bareilly;

**Matriculation, 2003**

UP BOARD, Lions Rohilla Inter College, Bareilly; 61%

**DATE SIGNATURE**

**Professional Achievements**

* Top performer in my team for the Month of April and also inJuly 2013.
* Got appreciation on target achievement regularly.

**General Information**

**Date of Birth:** 7th MAY1987.

**Languages Known:** English, Hindi

**Permanent address:**198 Kot Red Building Old City Bareilly,U.P.

**References:** Available on request