KUNAL SINHA

Flat no:4,Kumbhre building, Shastri Nagar, Kothrud, PUNE:411038

Email id- kshlr3@gmail.com,Contact - 9326582086

**OBJECTIVE:**

* To forge a rewarding and professionally satisfying career in the Corporate World.

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**PROFESSIONAL SYNOPSIS:**

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* An astute professional with more than 4 years of experience in Sales & Marketing, Business Development,& Market Research.
* Extensive experience in exploring and developing new markets, dealers, accelerating growth & achieving desired sales goals.
* Proficient at analyzing market trends to provide critical inputs for business development initiatives and formulation of selling and marketing strategies.
* An effective communicator with excellent relationship & team management skills. Possess a flexible & detail oriented attitude.

**ORGANISATIONAL SCAN:**

Kotak Mahindra Bank as **Assistant Manager**

May 2014 till Date

**Job Description:**

* Selling of banking products to clients. Products might include either CASA, Credit Cards, Mortgage, Loans, Bancassurance or all of these.
* Prospecting and identifying new leads and pitching to the clients.
* Providing client service to existing customers. They are required to manage all aspects of customer relationships.
* Corporate sales to get premium and HNI clients.
* Strategizing & implementing ways to achieve sales targets.

ING Vysya Bank as **Sr**.**Business Development Executive**

August 2013 to May 2014

**Job Description:**

* Identifying the Accounts.
* Sourcing good Quality customer.
* Convincing the Customer to open the Current Account & Saving Account.
* Cross Selling the Investment Products.
* Achieving Direct sales targets with required productivity in liability & cross sell Products.

Mudra Multiplier as a **Market Researcher.**

Feb 2011 to July 2013

**Job Description:**

* Planning & organizing promotional activities to build consumer preference & drive volumes and build market presence.
* To research market conditions in local, regional areas to determine potential sales of a product.
* To gather information on competitors, prices, sales, and method of marketing and distribution.
* To use survey results to create a marketing campaign based on regional preferences and buying habits.

**QUALIFICATION HIGHLIGHT**

* 2010 PGPTM in System and finance from MITSOT PUNE
* 2006 B.scIT from KSOU Mysore
* 2001 SSCE from CBSE
* 1999 SCE from CBSE

**IT SKILLS:**

* Oracle,MIS,CRM,SQL
* MS- Office, Internet

**PROFESSIONAL TRAINING:**

**E.G. IIP**

Company Name Reliance Life Insurance

Project: Market Analysis OF Reliance Life Insurance Co. Ltd.

Duration: 12 Days

Type of work: Market Analysis

**Summer Project**

Company Name State Bank Of India

Project: Overall Banking

Duration: 45 Days

Type of work: Overall Banking

**EXTRA-CURRICULAR ACTIVITY:**

* Participated in school level quiz competition.
* Participated in college level cricket Tournament
* Playing tabla and Guitar.

**PERSONAL INFORMATION:**

Date of Birth : 16.12.84

Gender : Male

Languages Known : English, Hindi

Hobbies : Listening soft songs, Reading novels, Watching News

**(KUNAL SINHA)**