Harsh Kumar Gautam

**E-mail: gautam.earth22@gmail.com**

**Ph- 08377988229**

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| **PERMANENT ADDRESS**  Harsh KumarGautam,  S/O Tarun Kumar Singh,  V+ P- Naini, Ps- Chapra Mufficil, District- Chapra Saran, Bihar – 841301 | **CORRESPONDENCE ADDRESS:**  S-607 B, Ground Floor School Block Shakarpur  Delhi - 110092,  Ph. No: +91-8377988229 |

**OBJECTIVES:**

* To start up with an entry level position in a value driven and recognized organization.
* Work to contribute most of the opportunities assigned to me.
* Develop personally and interpersonally to qualify for higher levels of responsibility.

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| **PROFFESIONAL QUALIFICATION:** |

* **MBA** from **EASTERN INSTITUTE FOR INTEGRATED LEARNING IN MANAGEMENT** specialization in **MARKETING & MEDIA &ADVERTISING**in 2011.

**EDUCATIONAL QUALIFICATION:**

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| **Degree** | **Institution** | **University** | **Year** | **Percentage** | **Specialization** |
| BA | Lok Mahavidyalaya | J P University | 2008 | 65.00 | Arts |
| 10+2 | Rajendra College, (Bihar) | Bihar Board | 2005 | 55.00 | Science |
| 10th | Rajendra Collegiate School, (Bihar) | Bihar Board | 2003 | 70.00 | ------------ |

**EXPERIENCE**

* **Worked** with **MAX LIFE INSURANCE** . As a **Relationship Manager** from Dec. 2013 to till date.

**Job Profile:-**

* Service to Sales module.
* To sell the insurance products.
* Meet with the client of existing customers and cross sell the products .
* Generate the leads from the referral and from fresh calls.
* **Worked** with **ICICI Bank Ltd**. As a Sales Officer from May 2012 to Oct.2013.

**Job Profile:-**

* Cross Selling like- Insurance, Home Loan, Credit Card Etc.
* Get leads through cold calls and work on them**.**
* Solve the queries of our existing A/C holders.
* Provide information of the various products of the Bank to the customer.
* Manage the existing segments of the current A/C and Ivy A/C
* Building & maintaining healthy business relations with individual, Corporate.

**COMPUTER KNOWLEDGE:**

* Platform : Windows Xp,Vista
* Tools : MS Office, Internet

**HOBBIES:**

* Traveling,
* Browsing internet,
* Interacting with people.

**SKILLS:**

* Cognitive quality to see the organization as a whole.
* Sound Interpersonal skills and friendly attitude help me to get up with people easily.

**STRENGHTS:**

* Adaptability.
* Self motivational.
* Goal Oriented.
* Dedicated towards my work.

**PERSONAL INFORMATION:**

Date of Birth :15th February, 1989

Father’s name :Tarun Kumar Singh

Nationality : Indian

Religion : Hindu

Marital Status : Single

Language Known :Hindi, English.

E-mail : *Gautam.earth22@gmail.com*

I declare that the above information is true as far as concern to my knowledge based on my original documents, which would be provided at the time needed.

Date : Signature

Place :(Harsh Kumar Gautam)