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| **CURRICULUM VITAE** |

**VISHAL VERMA            Email ID: -** verma.vishal560@gmail.com

**Contact No:** +91 9371722110   

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| **Objectives and Skills : -** |

Seeking an environment to obtain a position where I can apply my learning, skills and experience in a challenging and progressive organization that allows future advancement with the firm.

* Exceptionally good communication skills both verbally and written with the great organizational and management skills.
* Excellent knowledge of marketing strategies and current market.
* Very energetic, organized and have well public relationship knowledge.
* Great ability to deal with the clients queries, problems and escalations.
* Strong resolving power with the leadership and team player qualities.
* Experienced in preparing attractive presentations.

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| **Academic Profile : -** |

* B.com (Accounts. Hons.) from **Patna University** and completed with ‘**Second Class’** in the year **2009.**
* I.Com from **Bihar Intermediate Education Council**, Patna and completed with ‘**Second Class’** in the year **2005.**
* Matriculation (10th) from **Bihar** **School Examination Board** and completed with  
   ‘**Second Class’** in the year **2003.**

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| **Work Experiences:-** |

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| **Kotak Mahindra Bank** |

* Designation: - Assistant Manager (at present) from October 2011.

**Key Roles & Responsibilities: -**

* Responsible for High value Current & Saving Account & Generating Business with the customer.
* Responsible for Cross Sales target (Life Insurance, General Insurance, Term Deposits Demat Account) etc.
* Responsible for the achievement of the sales target assigned by the company.
* Market mapping, customer mapping, competitor mapping in the assigned geographical area.
* Responsible for proactively identify sales prospects and do business development activities.
* Co-ordinate with internal team to accomplish the task assigned.
* Work within the compliance boundaries set by the regulatory bodies and bank.
* Responsible for satisfaction of the customer needs by selling the right products and services line  
  offered by the bank.

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| **Axis Bank** |

* Designation: - Business Development Executive from September 2010 to October 2011.

**Key Roles & Responsibilities: -**

* Responsible for sales of Current A/C, Saving A/C, & LI.
* Responsible for the achievement of the sales target assigned by the company.
* Co-ordinate with internal team to accomplish the task assigned.
* Work within the compliance boundaries set by the regulatory bodies and bank.
* Responsible for the customer needs by providing details and selling the right products and services  
   line offered by the bank.

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| **HDFC Bank** |

* Designation: - As Contract Sales Executive from September 2009 to April 2010.

**Key Roles & Responsibilities : -**

* Responsible for the achievement of the sales target set by the company.
* Maintained and updated the market search and sales reports.
* Built and maintained the relationships with the customers and suppliers.
* Responsible for assisting the marketing manager in planning budget, selling products, and coordinating the promotional events or campaigns.
* Prepared market surveys, reports on competitors strategies etc.
* Design attractive presentations for the promotional campaign of the products.

**Extra Curriculum Activities: -**

* Achieved 2nd level in LI (DARE 2) contest 2014.
* Achieve 3rd level in LI (DARE 1) contest 2013.
* Achieve 2nd level in LI (DARE) contest 2012.
* Qualified Super Six Contest in Kotak Mahindra Bank.
* Participated and **won prizes** in various Sports in Schooling.
* Captain of the College Cricket Team.
* Donated Blood to Mahavir Cancer Sansthan, Patna in association with LIONS CLUB INTERNATIONAL.

**Attributes: -**

* Good Communication Skill and Team Spirit.
* Flexible and Adaptable to Situation.
* Ambitious and Positive Attitude.

**Extra Skills: -**

* Operating System: Windows XP and Windows 7.
* Packages: MS Office and Internet.

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| **Personal Profile : -** |

**Date of Birth** **:** 10th of February, 1988.

**Father’s Name :** Mr. Bijay Kumar Verma

**Contact Address**  **:** Flat No- 401, Bldg No C, Kamal Park. Road No 11,   
 Dhanori, Pune – 411015, Maharashtra..

**Languages Known** **:** English and Hindi.

**Hobbies** **:** Listening to Music.

**Gender** **:** Male

**Marital Status** **:** Married

**Declaration: -**

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

Date:

Place: Pune **VISHAL VERMA**