**ANKUR SHARMA**

05, Shantinagar,Ajmer Road,

Beawar

[ankurs421@gmail.com](mailto:ankurs421@gmail.com)

Contact no: 9784981894/9587624999

**OBJECTIVE**: To work in a dynamic organization imbibing culture of hard work and putting my ability to test. In search of challenging environment which fosters a competitive spirit to enhance my skills and also to bring myself up, not as a manager only but also as a person in whole.

**EDUCATION:** INDIAN INSTITUTE OF PLANNING & MANAGEMENT

MASTERS IN BUSINESS ADMINISTRATION

SCORE: 67.43% (2010-2012)

INSTITUTE OF PROFESSIONAL STUDIES

BACHELOR OF BUSINESS ADMINISTRATION

SCORE: 54.17% (2007-2010)

GOVERNMENT PATEL SR.SECONDARY SCHOOL

XIIth

SCORE: 67.38% (2006-2007)

CENTRAL ACADEMY SR.SECONDARY SCHOOL

Xth

SCORE: 57.16% (2003-2004)

**EXPERIENCE:** **AXIS BANK LTD.,PHALODI** (21 DEC.2013-11 JULY 2015)

**ASSISTANT MANAGER- SALES**

* Interact with customers for all their banking related needs.
* Acquisition of CASA to meet month end targets.
* Cross selling of various products of the Bank like General Insurance, Life Insurance, Demat, Mutual Funds, and Trade Finance etc.
* Sales of TPP, Car loans, Home & Mortgage loans, Cards etc.
* Acquire new customers who meet product criteria and flag them on the system .
* Taking ownership for entire sales lifecycle- from leads to closure.
* Determine and execute appropriate sales strategies for the bank in accordance with the bank’s consolidated strategy and operational targets.
* Determine critical success factors for new client acquisition, negotiate and close business to ensure that branch sales targets are achieved.
* Provide consistent quality customer service to both internal and external customers that meets or exceeds established standards.
* Generate new leads through Door to Door business concept.
* Referrals generated from existing customers.
* Leads generated by branch staff & personal leads, Databases, Premier Acquisition Channel.
* Utilizing the sales resources (Asset Coordinator) for optimal sales support.
* Sales to family members and associates which have been grouped together.
* Regular customer contact to establish needs of the customer and opportunities to cross- sell.
* Ensure that the benchmark sales per day is met.
* Penetration of products across family groups.
* Strive to achieve customer satisfaction to the highest level.
* Meet clients and offer payment solutions and suggest the various products of the bank.
* Increase the customer base of the Bank and strengthen customer relationships through networking.
* Participate in community affairs to promote the Bank’s visibility and enhance new and existing business opportunities.
* Managing all forex transactions as per branch requirements.
* Processing and verification of inward and outward clearing cheques and transfer cheques.
* Maintained proper cash limits, cashed checks, accepted deposits, and issued cashier’s checks, money orders, traveler’s checks, cash advances, and funds transfers.
* Understand customer requirements and provide solutions.
* Manage day to day Retail and Business Banking transactions.

**IIPM,JAIPUR**  (16 OCTOBER 2012- 09 December 2013)

**ADMISSSIONS MANAGER**

* Communicating & interacting with channel engagement partners.
* Dealing with channel engagement partners & developing business for the organization through them.
* Evaluate application credentials for admissions decision making.
* Assist with the development of a marketing plan to recruit candidates into College programs.
* Develop proposals to convert unclassified and Open College majors to specific academic programs.
* Coordinate matters pertaining to admissions with the Computer Resource Center, Financial Aid, Bursar, etc.
* Assist Divisional Manager for developing business through companies.
* Develop business for the organization through the marketing of magazines.
* Develop business for GIDF across the entire Rajasthan.
* Responsible for the branding of the organization in Rajasthan.
* Assisting seniors in conducting the events at schools, colleges.
* Responsible for managing the work with an event divison of IIPM.
* Coordinate with tele-callers for the development of business.
* Giving assistance to Relationship Managers for their channel engagement partners.
* Responsible for converting the walk-ins into potential business.
* Responsible for converting the telephonic enquiry into potential business.Developing & finding business for the organization without channel engagement partners at prospective location.

**INTERNSHIP:** SHREE CEMENT LTD.,BEAWAR

SUMMER TRAINEE

WORKING CAPITAL MANAGEMENT & COST OF CAPITAL

**SKILLS:** Accurately maintained database management systems.

Basic knowledge of French.

Proefficient in writing/reading English.

Comprehensive exposure to MS-OFFICE.

Significant knowledge about stock exchange.

**ACTIVITIES:** Pursuing ICWAI(JAIPUR CHAPTER)

Sharemarket Operator at Karvy Stock Broking Ltd

Ist runner-up of Pot Painting competition held at IIPM Dehradun.

Ist runner-up of Carrom competition held at IIPM Dehradun.

Winner of skit competition held at government college Ajmer.

**PERSONAL DETAILS:**

**DOB:** 05-AUGUST-1988

**FATHER NAME:** Sh. R.C.SHARMA

**MARITAL STATUS:** MARRIED