**Akhilesh Kumar Verma**

Mobile: 9161444489, 7318256093

Email:akhilesh140883@yahoo.com,verma140883@gmail.com

**CAREER OBJECTIVE**

To be a part of process management team in a service sector, which allows me to use my core instincts and domain specialization to help the audience to understand exactly what management wants to convey & make them able to convey that to the end user of our service hence forth building the organization of customer delight, moreover making it proud of myself being its employee.

**PROFESSIONAL EXPERIENCE**

 Working with DILEEP & ASSOCIATES as Manager(Accounts &Finance,Taxation & Audit)

From 1 oct 14 to till date.

 Worked with Indusind Bank as **Customer Service Manager** Retail Branch Banking from24th march 2014 to 22 september 14.

 HDFC LIFE [Bancassurance] as **Corporate Agency ManagerSince June 2011 – 22nd March-2014**

Worked with HDFC BANK as Insurance Co-Ex from May 2009 to june 2011 and

**promoted as Corporate Agency Manger.**

Worked as a insurance advisor woth ICICI PRUDENTIAL LIFE INSURANCE CO. for

two years from June 2007 to May 2009.

**Responsibility**

KRA are to handle and resolve client query with in TAT also get the new NTB and Revenue Monthly Assigne Target.

Ensure effective and smooth relationship with customers for growth in business.

Responsibilities for achieving sales targets, sales pattern in the market.

Generating & increasing sales.

Relationship Management

Maintaining requisite operational files

Handeling the team of Co-Exs & 4 HDFC Bank Branches at Allahabad Region.

After projet udaan I am handling only one branch of HDFC bank Lucknow.

**Achievements**

Won NANO car as apart of 2 month challenge of IP 80 Lacs & achieve IP of Rs 90 Lacs

during the priscribed period .

Won trip to BANKOK as a part of 1 month challenge of IP 40 Lacs in the month of

march,2012.

Won 12 gm gold as apart of 20days challenge of 36 NOP'S of IP Rs 50 k each

**PROFESSIONAL EXPERTIZE**

**Relationship development**

Maintain relationship with clients and strengthen them, looking after their portfolios,

advising them best running Mutual funds, life insurance and Debt funds .

Planning and implementing new marketing techniques and strategies.

Providing consultancy to the special aspects of investment & financial planning.

**Training Development**

Training of sales staff on product knowledge & customer relationship enhancement.

Training of Operational staff on processes.

Product training & motivational training to the audience.

**Team Management**

Mentoring, training & development of field functionaries to ensure sales and operational

efficiency.

Creating and sustaining a dynamic environment that fosters development opportunities

and motivates high performance amongst team members.

**EDUCATION**

 MBA from Shobhit University, Meerut 2014

M.A from Kanpur university 2008

B.A from Kanpur university 2006

**ADDITIONAL QULIFICATION**

IRDA Qualification.

**PERSONAL DETAILS**

Hobbies: Playing Cricket, Music.

Date of birth: 14/08/1983

Marital status: Married

Residence Address: Plot No.37, Basant Vihar Colony, Semra Gauri, Sitapur Road, Lucknow

Contact No: 9161444489,7318256093

AKHILESH KUMAR VERMA Date