**CHANDRA SHEKHAR RAHUL KUMAR**

**Address:- Vill. & Post-Jarhi, Maya, Faizabad, UP-224001**

**Mobile:** +919336593700 **~ E-Mail: rahuladitya.fai@gmail.com**

**Working in Large and growing Bank- IDBI Bank as a Branch Sales Manager.**

**Worked with Large Real Estate Company Lucknow Farms and Land Pvt. Ltd.** (**Affiliated with R.P. Green Estate) as a Sales Manager.**

**Worked with Top Investment Company PNB MetLife India Insurance Co. Ltd. as a Assistant Relationship Manager in Large PNB Branches.**

**A result driven professional with rich experience (3 Years) in the area of Telecom Customer Services (Service Centre) managed them successfully, Worked with Top Mobile Brand World Ace, Motorola Mobile, Micromax Mobile, as a Service Incharge in Service Centre.**

**Worked with Reliance Web World Express as a Post- Paid Retention Executive.**

**MBA (Marketing & HR) from University of GBTU (JBA Faizabad)**

**Effective communication, interpersonal, leadership, problem solving, negotiation and team management**

**Skills.**

## SYNOPSIS

## Profile (Roles and Responsibilities):

1. **Company** **–**  **IDBI BANK On Roll of Talent Pro HR Services Ltd.**   
   **Division**   **–** **Sales**  
    **Designation**  **–  Branch Sales Manager**  
    **Duration**  **–** **From July 2014 Till Now**

**Key Responsibilities –**

* Handling the team, create well and energetic working atmosphere.
* Give the Training and educate of Bank Products.
* Responsible for looking after daily business of Bank by hole Team.
* Follow-up leads of prospective clients.
* Advising clients on investment and opening account in Bank and providing end to end solutions.
* Handled the tasks of given by seniors.
* Motivated by individual and team achievements, highly organized with ability to work in highly fast paced environment.
* Confident with good convincing skills.

## Profile (Roles and Responsibilities):

1. **Company** **–**  **Lucknow Farms And Land Pvt. Ltd.(** **Affiliated with R.P. Green Estate )**  
   **Division**   **–** **Real Estate/ Property**  
    **Designation**  **–**Sales Manager   
    **Duration**  **–** **12 Jan. 2014 to 30June 2014**

**Key Responsibilities –**

* Generating leads of prospective clients.
* Advising clients on investment in real estate and providing end to end solutions.
* Primarily responsible for initiating first level contact with existing and prospective customers.
* Handled the tasks of given by seniors.
* Motivated by individual and team achievements, highly organized with ability to work in highly fast paced environment, Confident with good convincing skills.

1. **Company** **–**  **PNB MetLife India Insurance Co. Ltd.**  
   **Division**   **–** Banassurance with Punjab National Bank   
    **Designation**  **–**Asst. Relationship Manager   
    **Duration**  **–** **27 March 2012 to 10 Jan. 2014**

**Key Responsibilities –**

* Build the relationship with bank staff for finding good Prospects.
* Verification Customer’s Problem and Get Solutions..
* Mainly responsible for looking after daily business of company.
* Handled the tasks of given by Seniors..
* Achieved sales targets by adopting innovative sales management techniques.
* Handled the tasks of solving queries and problems of clients.

1. **Company** **–**  **Aditya Enterprises**  
   **Division**   **–** Telecom (Mobile Services)  
    **Designation**  **–**Service In charge   
    **Duration**  **–** **15 Jan.2010 to 25March 2012**

**Key Responsibilities –**

* Handling the team, create well and satisfy working atmosphere.
* Verification Customer’s Problem and Get Solutions.
* Managing Customer Services.
* Mainly responsible for looking after daily business of company.
* Handled the tasks of training new employees.
* Achieved sales targets by adopting innovative sales management techniques.
* Handled the tasks of solving queries and problems of clients.

1. **Company** **–**  **Reliance Web World Express**  
   **Division**   **–** Post-Paid   
    **Designation**  **–**Post-Paid Retention Executive  
    **Duration**  **–** 1Feb. 2009 to 31 Dec. 2009

**Key Responsibilities –**

* Hard working timely and honest in nature.
* Active, Motivational, constructive, trustworthy and self-discipline.
* Convincing personality with sound communication skill.

**PROFESSIONAL QUALIFICATION:**

* Course : **Master of Business Administration** (**MBA**)
* Specialization : Marketing & HR
* Institute : UPTU (GBTU) (Jhun Jhun Wala Business School Faizabad)
* Year : 2008-2010
* Division: : 2nd

**GRADUATION:**

* Course : **B.A.**
* Specialization : Economics
* Institute : Dr. RML Awadh University
* Year :2008
* Division: 3rd

**Academia**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **EXAMINATION** | **BOARD/SUBJECT** | **COLLEGE** | **Division** |
|  | 10th | U.P.Board /Science | M.L.M.L.I.C. Faizabad | 2nd |
|  | 12th | U.P. Board | M.L.M.L.I.C. Faizabad | 2nd |

***Extracurricular:***

* Active member of college cultural committee.

**Personal Traits:**

* Team Leadership qualities, collaboration, decisiveness, energy and drive.
* Good inter-personal, analytical, communication and motivational skills.
* Good initiator, confident, self learning & self motivated.

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**IT Skills**

* Aware of computer applications and internet uses.
* Hands on MS-Office , Word and power point.
* Operating System: Windows7/8, XP, VISTA

**Personal Details**

Father’s Name : Mr Surya Kumar Lal

Date of birth : 18 April 1986

Languages Known : English & Hindi

Gender : Male

Marital Status : Married

**DECLARATION:**

I solemnly declare that all the information mentioned above is true to the best of my knowledge.

**Place:** Faizabad

**Date: 07/01/2016 (CHANDRA SHEKHAR RAHUL KUMAR)**