**PRANJAL**

Address: 479,Krishna hostel,Sector-45,

Gurgaon, Haryana, 122001

Phone: +91-9873479686

E-mail: pranjalsi1990@gmail.com

**Career Objective**

I strive to work for an organization where I can show my marketing skills and passion for work and translate them into profits for company.

**Work Experience**

**Yes Bank Ltd**.

Working as a Corporate Client Relationship Partner (Salary Deptt.) from 31 May 2014 – Till date.

**Job Profile**

* Responsible for Salary accounts sourcing in mapped portfolio corporates.
* Application processing through salary hub for activation within TAT.
* Maintaining FTNR ratio.
* Sharing the account activation with corporate one point of contact for monthly salary credit.
* Welcome calling post account activation for SLC / OC.
* Conducting regular sales and service camp for customers query resolutions and creating product awareness and visibility of the bank.
* Organizing special events in corporates like - IPL cricket event, income tax return camp, health check up camp & eye check up camp.
* Regular follow up with top management or one point of contact of the company for any requirements.
* Responsible for cross sell business conversion in all parameters ( Credit card - AMEX, LI - Max Life, GI- Bajaj Ins, Demat & Trading & all assets product )

**Indusind Bank Ltd**.  
Worked as a Branch Acquisition Manager (Credit Cards) from 3 March 2013 - 30 May 2014.

**Job Profile**

* Managing Branches and corporates for credit card business.
* Responsible for lead conversion.
* Conducting activities in various corporates for cards sourcing.
* Publishing MIS to branches and corporate salary team.
* Processing cards with complete KYC docs.
* Generating business through existing clients.

**Educational Qualification**

* M.B.A from Skyline Business School,Gurgaon

(Maharshi Dayanand University,Rohtak Haryana).

* BA Ramkaran P.G college, Balia, U.P

(V.B.S Purvanchal University).

**Internship/ Industrial Training:-**

**Summer Internship**

Procter & Gamble (VGS TRADEVENTURES PVT LTD)

**Profile**- Sales Executive (May2012-July2012)

**Specialization**- Marketing & Sales

**Description**-

* Different Marketing Strategies.
* Get familiar with the companies values and standards.
* Get familiar with the companies customers and vendors.
* Managed the work in the absence of the trainer for 2 weeks.

**Winter Internship**

Spencer's

**Profile-** Management Trainee (December2012-January2013)

**Specialization-** Retail

**Description-**

* Organizing different promotional activities.
* Collecting the information of existing customers.
* Communication with the Vendors for work co-ordination.
* Visit in different stores evaluating Product availability & Merchandising.

**Live Projects**

* NCAER {23.01.2012 - 29.01.2012}

(National Council Of Applied Economic Research)

**Description**-

- Economic impact of Delhi airports.

- Gathered feedbacks from the airport passengers.

* BIG BAZAAR {09.08.2012 - 15.08.2012}

**(**Future Retail Group**)**

**Description-**

**-** Worked in MB6D offer.

- Sold Payback cards to the customers

- Made analysis of the customer’s behavior.

* IITM {14.09.2012 - 16.09.2012}

(India International Travel Mart)

**Description:**

Supported & Helped to all those who had participated in India's Premier Travel & Tourism Exhibition.

**Accomplishments**

* Qualified Platinum Badge Honour for Account opening and cross sell business in Yes Bank.
* Awarded by Yes Points for achieving targets in Demat accounts & GI in Yes Bank.
* Awarded by appreciation mails for qualifying several contests in Indusind bank for sourcing highest number of approved credit cards on pan India basis.
* Qualified a contest for Personal loan disbursement of Rs. 15 Lakh in Indusind Bank.
* Registered blood donor by N.B.T.C (National Blood Transfusion Council).

**Skill Set & Interest**

* Window, Basic knowledge, surfing net.
* MS word, power point.
* Advance diploma in comp. application(A.D.C.A) with A Grade.
* Well equipped with social-media :Facebook and Linked-in

**Personal Information**

DOB: 24/10/1990

Language Known: English & Hindi

Gender: Male

Marital Status: Single

Declaration:

I do hereby declare that the above statements given in my CV are true and correct to the best of my knowledge and belief.

Date:

Signature: