# **VIJAY KUMAR SHARMA**

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| **Objective:** |
| Seeking a position to utilize my skills and abilities in the organization that offers ample opportunities to frame the leaders of the country while being innovative, resourceful and flexible. |

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| **Educational Qualification:** | | | |
| **Degree** | **University/Board** | **Year** | **Percentage** |
| **MBA (Finance and Marketing)** | **EMPI B School** | **2011** | **72.00%** |
| **B.E. (I.T.)** | Rajasthan University, Jaipur (Raj.) | 2007 | 78.00% |
| **H.SC.** | Rajasthan Board of Sec. Education. Ajmer (Raj.) | 2003 | 74.46% |
| **Sec. Edu.** | Rajasthan Board of Sec. Education. Ajmer (Raj.) | 2001 | 76.50% |

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| **Experience:** |
| **Organization: Principal Retirement Advisors Pvt. Ltd.(A Member Company of Principal Finance Group-Fortune 500 Company)**  Duration: Sep 2015 to till date  Designation: Agency Development Manager  KRA: Recruit Financial Planners and to get them active for the Advisory(Financial Planning) and Non Advisory Services(Mutual Funds).To provide Training and to motivate them to generate business.  **Max Life Insurance Co. Ltd.**  Duration: Oct 2014 to Sep 2015  Designation: Agency Development Manager  KRA: To recruit Financial Advisors and to get the business from them. To provide training for the Insurance Products and to motivate them for generating business.  **Kotak Mahindra Bank**  Duration: April 2011 to Sep 2014  Designation: Sales Manager  **JOURNEY IN KOTAK MAHINDRA BANK**   1. **Premium Channel**: I started career in Kotak as an Assistant Manager in Premium Credit Cards. I initiated to start open market through the sourcing in CAT A,B,C Companies. I started INITTO Technologies and WIPRO for open market sourcing. 2. **Corporate Credit Card**: I was shifted in Corporate Credit Card in Jan 2012. I launched Corporate Credit Card in Delhi.   **3. EasyDay and Co-Origination Channel** |

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| **Key Responsibilities:** |
| 1. To manage the team of executives and telecallers.  2. To analyse the costing and revenue for the Business.  3. To maximize the application productivity and account productivity.  4. To maintain the approval rate of the applications.  5. To build the relationship with RMs of branches and SBUs of company. |

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| **Achievements:** |
| 1. Participated in Technical Festival and given seminar on “WEB SPOOFING”  2. I won Genius award in 1998.  3. I won 1st price in MIME competition |

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| **Certification Details:** |
| 1. NISM Series-V-A: Mutual Fund Distribution Certification 2. IRDA Certification |

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| **Personal Information:** | |
| **Date of Birth** | 14th Aug,1985 |
| **Father’s name** | Mr. parmeshwar lal sharma |
| **Languages** | English, Japanese |
| **Hobbies** | Playing chess, Appreciating music. |
| **Address** | E-562, vaishali nagar,jaipur.raj: 302021. |
| **Phone** | 0141-2358636 |

I, Vijay Kumar Sharma, hereby declare that all of the above statements are correct and true to the best of my knowledge.

Place: Jaipur **Vijay Kumar Sharma**