**Pankaj Bharti**

***Flat No:F-A3, House No-1231,Dayanand Colony,Gurgaon-122001***

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**MBA (Marketing & Human Resource) with more than** **Seven** **years** of professional experience in Marketing & Sales, Business Development and channel sales.

**Presently working as Indusind Bank Ltd. as Associate Sales Manager.**Track record of consistently achieving the projected targets in coordination with the team, identifying high-yielding services and products during the career span. Demonstrated competencies in identifying potential ways for revenue generation for the concerned company, resulting in deeper market penetration and improved market share & Companies Brand.Proficient in cementing healthy relationship with key accounts for generating business and working towards accomplishing the business and corporate goals.An effective communicator with excellent relationship building skills and the ability to sustain a positive work environment towards the accomplishment of organizational goals.

**Professional Experience:**

**Since 24th March 2014 – Till Date with Indusind Bank Ltd. as Associate Sale Manager (Sadar Bazar Branch-Gurgaon).**

**Key Responsibilities :**

* Handling Responsibility for achieving the branch sales target in Business Banking, ensuring high quality service & customer relationship management.
* Ensuring cost & productivity norms are met & compliance with banking rules, regulations & procedures
* Responsibility to increase the Bank's profitability by cultivating new business relationships.
* Generate the cross selling business from existing customers by selling other products.
* Maintain and develop customer relationships and periodic visit to existing customers.
* Handling sourcing of Saving & Current A/c’s and maintaining relationship.
* Managing and deepening of good net worth customer portfolio.
* Considering the clients financial needs and giving them the most ideal advice depending on his short or long term financial goal
* Offering the best possible asset management advice.
* Assures that the willingness of a client towards a specific investment decision is complimented by a clear understanding of the risks involved.
* Generating revenue for bank.
* Manage and track the leads and maintain DSR on regular basis.

**IT Skills:**

Well versed with MS office, Internet Applications & Core Banking Software like Finacle updated version.

**Since 10th may 2009 –24th February 2014 with Techno Professional Institute Of Management as Business Development Manager - Marketing & Sales.**

**Key Responsibilities :**

* Maintaining hierarchy and managing team of SEs given by Management
* Selection/Recruitment of SEs for building a cohesive team.
* Present and sell company products and services to current and potential clients
* Prepare action plans and schedules to identify specific targets and to project the

the number of contacts to be made.

* Prepare presentations, proposals and sales contracts.
* Develop and maintain sales materials and current product knowledge.
* Prepare paperwork to activate and maintain contract services .
* Prepare a variety of status (daily ,weekly& monthly)reports, including activity, closings

follow-up, and adherence to goals.

* Coordinate company staff to accomplish the work required to close sales.
* Development & training of Channel partners about company introductory ventures.

**Since 04 Th April 2007– 01th May 2009 with Vivekanand Institute of Management & Engineering as Business Development Executive.**

**Key Responsibilities:-**

* Present and sell company products and services to current and potentialClients-through

Telemarketing.

* Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
* Achieve the sales target along with the team.
* Keep managing the Data base for the further requirements and references.
* Updation and MIS Reports on daily basis.
* Outdoors clients meeting as per the requirement of sales calls.
* Involvement in Corporate presentation,proposals in Several tie ups

**Academic Pursuits :**

* **MBA** (***Mktg. and Human Resource***) from **Jaipuria Institute of Management** (Ghaziabad), affiliated to U P Tech. University Lucknow. In 2008.
* B.Sc(Microbiology and Chemistry) from **D.D.Gorakhpur University** in 2006
* 10+2 from Senior Secondary School,**(CBSE Board)** Gorakhpur
* 10th from Senior Secondary School,**(CBSE Board)** Gorakhpur

**Personal profile:**

Date of Birth **:**  24th Dec. 1982

Father’s Name  **:** Mr.Sant Prasad

Sex & Martial Status  **:** Male - Single

Date**:** (**PANKAJ BHARTI**)