Yash Sharma

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Objective

* Aiming for challenging jobs in Financial Marketing & Analysis/ Banking Management( Operation)/Client Relationship Management with an organization of repute where I can get an opportunity to face multiple challenges.

Career Synopsis

* A result oriented professional with almost 2 years experience across diverse facets such as Banking Operation Management, Financial Marketing, Client Servicing, Statutory Compliance and Business Development in the Banking Industry.
* Currently associated with ICICI Bank Ltd. as Customer Service Officer
* Possess excellent Interpersonal, Communication and Organizational skills with demonstrated abilities in team management and customer relationship management
* Strong relationship management skills.

Work Experience

ICICI Bank Ltd Kelwa, Rajsamand : Customer Service Officer August 13’- July 15

* Handling all process for Gold Loan, disbursed Gold Loan worth Rs. 2.5 Crores
* Life INSURANCE of 72 lakh
* Made branch PROFITABLE of Rs. 7.5 lacs, only branch in the region and 3rd in the Zone
* Handled surprise RBI audit, IAD Audit and various compliance Audit
* SIP Business worth Rs. 1.5 Lac (Mutual Funds)
* Participated in every Zonal Events of 2014 -2015
* Branch FPR (First Person Responsible) (Branch Book Value 38 CRORES)
* Region’s topper in overall Life Insurance Business
* Responsible for all customer requests Service and quality service
* Opened 80 Saving Accounts & 22 Current Account (27 processed by Tab)
* Handling all aspects of Branch Operations Activities like, Cash transaction, account queries, fund transfer, RTGS, NEFT, demand draft, term deposits, account opening etc.
* Handling normal clearing process and clearing house towards Zero Defect and No Pendency, self-mandated norms with a focus towards Client Relationship Management .
* Working as front desk officer ensuring quality service and customer satisfaction.

Max New York Life Insurance Co. Ltd (Summer Analyst) May’11-July’11

* Exploring competitive of Max New York life limited.
* Promotion and Brand building.
* Exploring Impact of Liberalization of Insurance industry in India.

Educational Qualification

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| --- | --- | --- | --- | --- |
| Qualification | Institution | University/Board | Percentage | Year |
| B.B.M (Finance) | Garden City College , Bengaluru | Bengaluru | 66.7% | 2012 |
| Class 12 | City Montessori School , Lucknow | ISC | 74.75% | 2009 |
| Class 10 | City Montessori School , Lucknow | ICSE | 77.4% | 2007 |

Awards And Achievements

* IRDA Certified.
* Got various Gold Loan Appreciation certificate from Business Head North
* Got thrice Appreciation Certificate by Region Head for processing 50 Ekyc Transactions in a day
* SIP Business worth Rs. 1.5 Lac (Mutual Funds)
* Got facilitated in every Zonal Event 2014-15 (June Junoon, Victory Leap, Freedom to Dream, Zonal Super 30, Spectacular September, Heroes, Kingdom of Dreams & Goa Calling)
* Did an overall INSURANCE of 72 lakh in Rajasthan state .(ranked first in all over region and third in zone ).
* Ranked first amongst in the region.
* Ranked third in the Rajasthan region in overall employees business dashboard.
* Certified in Portfolio Management (Finance)
* Discipline incharge in school.
* Worked as a Hall Manager During IMTEX 2011 At Bangalore International Exhibition Centre (BIEC)
* Awarded for outstanding performance in Life Insurance from SGM.
* Received appreciation from clients and senior management for the work on several occasions.

Marketing Functions

* Forged customer relationships resulting in increase in customer base and deposits.
* Successful in generating leads for savings/currents accounts & term deposits.
* Interfacing with clients to acquaint them with products like life insurance, gold and cross selling these products.

PROFILE

Date Of Birth: 13th November 1991

Gender: Male

Status : Single

Language Known: English & Hindi

Communication Address: “88 Vijay Nagar, Lucknow (U.P.) 226023

References

Will be provided on request.

PLACE:

DATE: YASH SHARMA