**MANISH**

[maggrohia@yahoo.com](mailto:maggrohia@yahoo.com) , | Contact # +91-9467396761 |

**Seeking a position in Service Industries domain: especially interested in Banking And Investments**

Total Exp – 4 Years 3 Months

**KEY SKILLS**

* Strong understanding of documentation for Depository
* Strong in analyzing situations, and problem solving
* Professional attitude and service orientation
* Ability to work independently as well as in a team.
* Willing to work in a highly demanding and result-oriented team environment
* Good understanding of industry trends in the areas of retail banking
* Ability to think differently and strategize on key issues

**Experience Summary**

1. **Working with ICICI Prudential life insurance as Senior Financial Service Manager (Bancca) - From 1st July 2014 to till 31st March 2015.**

**The various responsibilities handles during my assignment are discussed under following heads**

**Business Development**

* Responsible for sourcing of life insurance .
* Responsible for generating business for bank through mapped portfolio.
* Achieve sales targets and providing Customer service.
* Generation of referrals from internal database.
* Handling Team of Personal Bankar & value Banker in Retail Banking ICICI BANK.

1. **Worked with HDFC life insurance as Relationship Manager – Service & Sales - From 18th September 2013 to 20th June 2014**

**The various responsibilities handles during my assignment are discussed under following heads**

**Business Development**

* Responsible for give service to Existing client
* Deepening of existing relationships
* Responsible for generating business for Company through existing client.
* Achieve sales targets and providing Customer service
* Generation of referrals from internal database.

**KYC Verification**

* Responsible for the Documentations of sourced new Business and its authentification.
* Responsible for the entries of form login & sending to Operations.

**Relationship Management**

* Relationship Management for a Portfolio of customers
* Responsible for Cross Sell & enhancing relationship with existing customers
* Leading various sales and customer acquisition campaign from time to time

1. **Worked with PolicyBazaar.com as Subject Matter Expert - 17th January 2011 to 16th August 2013**
2. **The various responsibilities handles during my assignment**

**Business Development**

* Responsible for sourcing of New Business
* Achieve sales targets and providing Customer service
* Generation of referrals from Existing Customer.
* Sale the Insurance of Difrent Companies(Aviva, Bharti Axa, Aegon Religare, Max, HDFC, ICICI, Extra.)

* Generating new business with good quality

**PROFESSIONAL CERTIFICATION**

* Knowledge of one year Professional Diploma in Computer With the knowledge of Microsoft Excel & Internet.

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**EDUCATIONAL QUALIFICATION**

* Graduation (B.Com) from Manonmaniam Sundaranar University.
* Passed 12th from Haryana Board of School Education.
* Passed 10th from Haryana Board of School Education.

**COMPUTER PROFICIENCY**

* **Operating** **System**- Windows 2000,Windows-2007,ME,XP
* **M.S.Office-** MS Excel, MS Word, MS Power Point
* **Internet-** Various applications & functions of internet

**PERSONAL PROFILE**

**Father’s Name:** Mahender Singh

**Date of Birth:** 30th June 1989

**Languages Known:** English & Hindi

**Hobbies:** Cricket, Net surfing,.

**Mailing Address:**  Manish Ashiwal House No. 134/4 Opp. P.N.B. Bank Haily Mandi Teh. Pataudi, Gurgaon-122001 (HR)

I, hereby declare that the information mentioned above is true to the best of my knowledge.

Date:

Place**: Delhi/NCR ( MANISH )**