***RESUME***

**VINOD** **KUMAR SAH**

Career Outline

A determined and result oriented professional with proficient years of experience and expertise in the Sales and Marketing sector having rich exposure in multifaceted domains of Administration, Staff Management, Sales/Marketing Management, Client/Customer Relationship management, Business Development etc. is looking forward to excel in a reputed organization with a competing position and challenging obligations in the Commercial industry to efficiently deliver the competencies and experience for the continued and viability of the organization

Career Overviews

* A highly resourceful and well organized professional having qualitative experience in the Sales and Marketing area, having exposure in multifaceted domains of Sales Management, Client/Customer Relationship management, Market Research & Development etc. Have been associated with YES BANK LTD as Senior Officer
* Strong exposure in Marketing area such as Administering, supervising, conceptualization & execution of Promotional, Advertising, Branding and Marketing strategies with excellent understanding of business dynamics & updated market knowledge combined with creative & strategic outlook
* Have acquired qualitative experience Marketing management Area, assisting & resolving Clients/Customer queries, Project/Assignment Management, Work Management, Revenue Generation and Staff/Team Management; Promoting company’s products or services activities; Expertise in establishing and overseeing quality management system, proficiently formulating and implementing Quality Standards, Process Planning, Man Management, Quality checking and building high-performing teams etc.
* Honored with **Rising Star Award** from ICICI Bank for Back-to-Back Performance for the Two Consecutive Months (February and March)
* Having Master’s degree in Business Administration (Marketing) and bachelor’s degree in arts; strategic in business initiatives management, quality control and process maintenance. Have consistent history of managing undertakings and details to get the results. And have acquired diverse management experience applicable to broad range of opportunities, markets, and industries
* Possess excellent communications skills and team oriented with proven leadership capabilities with capability to integrate and expertise at building positive relationships with customers and employees
* Strong communication/ maintenance/ management/ root cause analysis/ problem solving skills expertise at building positive relationships with customers, senior officials and employees

Career Record

INDUSIND BANK LTD

Designation: Associate Sales Manager

Duration: Working from August,2014

YES BANK LTD

Designation: Senior Officer

Duration: December 2013 to April 2014

**Company Information:** YES BANK is a private bank in India with headquarters in Mumbai. It was founded in 2004 by promoters Ashok Kapur and Rana Kapoor, which had a collective shareholding of 29%. Ashok Kapur was killed in a terrorist attack in 2008 in Mumbai.

ICICI Bank Ltd

Designation: Sales Officer

Duration: March 2012 to November 2013

**Key Deliverables**

* Handling Current/Savings & NRE/NRO Accounts
* FD/RD/Instant Credit Card, Insurance Products
* Handling Customer Objection & Queries

Reliance Mutual Fund

Designation: Sales Trainee

Duration: June 2011 to December 2011

Area of Work: Alternate Channel (PSU Banks)

ICICI Prudential Life Insurance Company

Area of Work: Market Research & Customer Satisfaction

Academics

**Master of Business Administration (Marketing)**

AIMBA /Pune University, 2011

**Bachelor of Arts (Geography)**

Magadh University, 2007

**Higher Secondary**

All India Senior School Certificate Examination, 2004

**Senior Secondary**

All India Senior School Examination, 2002

Technical Proficiency

Microsoft Office (Word, Excel)

Proficient in Computer and Internet Application

Extra-Mural Affairs

* Qualified and Certification from National Institute of Securities Markets (NISM)
* Honored with **Rising Star Award** from ICICI Bank for Back-to-Back Performance for the Two Consecutive Months (February and March)
* Participation in National Level Seminar on the topic **Managing for Excellence in Challenging Environment**

Personal Potential

* Self motivated, focused and dedicated professional
* Proficiency at grasping new technical concepts quickly & utilizing it in a productive manner
* Good Managerial and interpersonal skills
* Accuracy and Attention to details and capability to make sound decisions
* Cohesive team player, having strong analytical, problem solving and interpersonal skills

Personal Dossier

Date of Birth : 23rd March 1986

Linguistics : English & Hindi

Marital Status : Married

Nationality : Indian

Father’s Name : Shri. Ram Nath Sah

Address : Moh- New Mainpura, Dhaneshwari Nagar, PO- Danapur,

District- Patna, Bihar PIN– 801503

Email ID : vinodkumarsah.2009@rediffmail.com

Phone : +91-9155488690/9931489899

I do hereby declare that the details provided by me in this resume are correct and I have knowingly not omitted/ misrepresented any information. I am aware that the company can use this data for verification purposes and any material inconsistency identified between the details shared above versus actual information would have a bearing on my employment, based upon company policies.

VINOD KUMAR SAH