# Ravi Shankar

# Flat No. 7, Satlaj Soc. , Shinde Nagar

**Sangavi, Pune, Maharashtra**

**🕿: 8380077840, 9011174709**

**🖂 Email Id: ravikumar17789@gmail.com**

# PROFESSIONAL EXPERIENCE

*To excel in the chosen field through hard work and climb up the career ladder by being proactive and innovative. Key focus is on top line profitability while ensuring optimal utilization of resources.*

**Organization: INDUSIND BANK LTD.**

Associate Sales Manager (6 Jan 2014 to Till Date)

**Job Profile:-**

* Selling of all financial Products to new customer as well existing customer.
* Took information about facts and figures of co’s products.
* To build a relationship with existing customers & retain them.
* Analyzing the customers financial portfolio & providing them various investment options.
* Selling of all the products like,Saving account,current account,insurance etc.
* Providing new investment update & their financial portfolio analysis to the clients which helps to build the confidence of the client.

Giving information about product through telecalling and mails.

**Organization: AXIS BANK Ltd.**

Business Development Executive [ 23 June 2012 to 31 Dec 2013( 1 year .6month)]

**Job Profile:-**

* Selling of all financial Products to new customer as well existing customer.
* Took information about facts and figures of co’s products.
* To build a relationship with existing customers & retain them.
* Analyzing the customers financial portfolio & providing them various investment options.
* Selling of all the products like,Saving account,current account,insurance etc.
* Providing new investment update & their financial portfolio analysis to the clients which helps to build the confidence of the client.
* Giving information about product through telecalling and mails.

### Internship:-

* Company Name: - TATA COMMUNICATIONS .
* Project Title: - : “Market Analysis for TATA Communications .

Project Profile:-

* Understanding Feedback of the Customer
* Competitors Analysis.
* Direct meet to consumers regarding communication services and To know their feedback towards services.

**Certifications:**

* *NISM series VA – Mutual Fund Distributions*
* *IRDA Certified*

**Key Competencies and Professional Skills:-**

* Good command over verbal and written communication in Hindi and English.
* Time Management
* Goal setting skills
* Leadership skills
* Objection handling skills

### Qualification:-

|  |  |  |  |
| --- | --- | --- | --- |
| **Education** | **University/College Name** | **Year of Passing** | **Marks (%)** |
| **PGPM** | IIMD College ( Pune) | 2012 | 64% |
| **BSc.** | Lucknow University | 2009 | 44% |
| **High Secondary** | .U.P. Board(M.I.C) RaibareliU.P | 2006 | 55.40% |
| **High School** | U.P.Board (M.I.C), Raibareli U.P | 2004 | 48% |

# Personal Details: -

# DOB : 17 Dec. 1989

Father’s Name : Mr. Om Shankar

Marital Status : Single

Nationality : Indian

Language Known : Hindi & English

Permanent Address **:** Vill- Rasoolpur , Post- Murarmau ,Dist- Raibareli

**(U.P) Pin-**229212

I hereby declare that all the above information provided by me is true to my knowledge and belief.

Date:12/05/2015

Place: Pune **(RAVI SHANKAR )**