**CURRICULUM VITAE**

**AMIT SHUKLA**

Address : BH- 370 Bhawrao Devrash Colony,

Pratap Vihar, Sector 12

Ghaziabad. 201009

Contact No. : 9560075656, 9643104019

E-mail              : [amitshukla041@gmail.com](mailto:amitshukla041@gmail.com)

**objective**

To blend technical and professional knowledge to achieve organizational and personal

Goals through strategically planning and combination of short term and long term goals.

**WORK EXPERIENCE**

* ***Executive* Credit Card Sales in AXIS Sales & Security Limited (AXIS BANK). (May 2010-May 2011)**

***Key Role***

* To Handle the Corporate Salary Accounts & Retail Account.
* To source Credit Card, and maintain good relationships with Corporate.
* Responsible for cross selling other financial products.
* To Tap All Walking Customer & identify customer needs For Create Credit Card.
* **Junior Officer in ICICI Bank Ltd.**

**(May 2011-Nov 2013)**

***Key Role***

* To acquire new clients and to provide service to existing ones mapped by company
* To generate business of Personal Loan & Home Loan Query.
* To generate business of Credit Card from Corporate Clients.
* To Cross selling of insurance products like GI, LI and also Home Loans.
* To Participate With Salary Team for Organized Camp & Give Presentation For Personal Loan Product.
* **Assistant manager in Kotak Mahindra Bank Ltd.**

**(Nov2013-Till date)**

***Key Role***

* To acquire new clients by the leads provided as well as by self-sourcing,
* To Sell All Saving Account Product For MINOR WOMAN & Senior Citizens,
* To Visit at Customer Place for Them Banking Need & Try to Sell All Cross Sell Product Like LI. GI. & MF. Etc,
* Identify customer of high value and fulfill all target generate by the higher authority.
* Existing Branch and New Customer Service for New business and Customer Satisfaction
* Handling the Team as a Team Leader and motivate them to achieving the target.
* Generate business from all Main Sourcing Product.
* Plan and conceptualize various strategies to achieve business goals aimed towards the growth in business volumes as well as profitability while analyzing cost effectiveness, ensuring the usage of modernized tools of development, expansion and diversification as per the need and resources available.
* Self-starter with proven expertise to set up sales operations, establish company brand coupled with excellent track record of driving business operations to profitability in startup, turn around, and high growth situations.
* To maintain good relationship with the clients so as to retain them up to maximum stretch possible,
* To visit corporates so as to make a bulk deal of accounts by providing them some extra benefits.
* Ability to motivate staff to maximum productivity and control costs through the most effective uses of manpower and available resources.
* Making healthy relation with customer and generate business by selling banking product like Life Insurance, General Insurance, Mutual Funds, Home Loan, Gold and Fixed Deposit, Travel Card.

**PROFESSIONAL QUALIFICATION**

**M.B.A. *from SIKKIM MANIPAL UNIVERSITY* in 2014 with an aggregate of 53%*.***

**ACADEMIC QUALIFICATION**

Arts Graduate from *V.B.S. Purvanchal* University Jaunpur in 2010 with an aggregate of 47.5%.

12th*from U.P. Board* in 2007 with an aggregate of 63%.

10th from *U.P. Board* in 2005 with an aggregate of 67%.

**HOBBIES & INTEREST**

    1. Making Corporate Links and Personal Relationship.

2. Net Surfing.

3. Reading religious books

Strength

* Smart worker and passionate
* Boldness & Strong Willpower.
* High Convincing Power.
* Adjustable in any organization.
* Excellent Communication skills.

PERSONAL DETAILS

Name                                                     :              AMIT SHUKLA.

Father’s Name                                    :              Shri Jai Prakash Shukla.

Occupation                                           :              Service.

Date of Birth                         :              15-08-1989.

Marital Status                                      :              Married.

Nationality                                             :             Indian.

Language Known                                        :             English and Hindi.

Permanent Address                             :      BH- 370 Bhawrao Devrsh Colony,

Pratap Vihar, Sector 12 Ghaziabad (U.P.), Pin Code       201009.

DECLARATION

I hereby declare that the above mentioned facts are true to best of my knowledge and no fact has been concealed.

**Date:                                                                                                           *(Amit Shukla)***