**Gaurav Pratap Singh**

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To secure a position in growth oriented organizations that will help me to enhance my experience and enable me to utilize my communication skills, positive attitude and passion to learn new things in the best way possible, to achieve the organizational objectives.

**Summary**

* Currently associated with Kotak Mahindra Bank as a Sales Manager for personal loans.
* Responsible for driving the Channel Partners for the bank by the self motivated performance.
* Willing to work in competitive working environment by accepting challenges of new technology.
* Excellent logical approach towards problem solving.
* Possess exceptional team spirit helping in easy achievement of organizational & personal goals.
  + Can lead a team of group members and motivate them to achieve the Project in time.
  + Team work – love to work as a team.
* Versatility & ability to adapt within a high-pressure environment.
* Dedication and zeal to work hard & smart.
* Ability to converse well & work in team.
* Multi-tasking without stress.

**Professional Experience**

**Citi Bank N.A. Senior Associate Corporate Sales July’10 –April’14**

**Key Responsibilities:**

* Primary responsibility of acquiring New-to-Bank clients for Asset products as well as Liability products and develop a relationship for cross-sell opportunities.
* Sales & Relationship Management for existing customers.
* Communication with clients for business generation and servicing.
* Generate deployments for the team and arranging Marketing events/activities for business generation and leads accumulation.
* Build and nurture relationship with the Decision Makers in all the corporate being mapped to.
* Handle service issues and queries and route it to the concerned teams for getting them solved.
* Cross-selling of asset products like Credit Cards, Personal Loans, Overdraft facility, etc. at the point of sourcing.
* Generate sales revenue at designated location or assigned geographical coverage area.
* Meets/exceeds sales established sales goals.
* Follows laid out sales and service processes to establish contact with prospective

Customers, understands needs and sells them appropriate products offered by the bank.

* Maintains updated knowledge of company products and processes and is able to offer a high quality sales experience.

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**Achievements:**

* Ranked No. 1 in credit card sourcing in Bangalore for continuously 8 months.
* Convinced a client to open a CITIGOLD (privilege account)
* Topped personal loan sourcing in the month of March 2012 and April 2012.
* Opened 4 premium accounts in November.
* Sourced maximum no. of products twice continuously across Bangalore.
* Awarded ***BEST EMPLOYEE*** for the H1 in 2012.

**Kotak Mahindra Bank Sales Manager Aril’14-Till now**

**Key Responsibilities:**

* Responsible for handling an inbound team for the open market souring of personal loans & keeping them motivated to achieve their individual’s thresholds.
* Also responsible for managing the channels partners to achieve the organization goals.
* Empanelling DMA’s for the growth in the business.
* Being complaint & ensuring the team also for the good quality sourcing.
* Keeping the team fully updated with all the bulletins & process notes of the bank so to simply the process.
* Constant follow ups & visits to the DMA’s for the increase in productivity.

**Achievements:**

* Empanelled the DMA biz Finance Buddha Pan-India within the span of 2 months of joining which was one of the core objectives of the bank.
* Driven Finance Buddha from the scratch to 1cr. in 2 months with the efficient work.
* Convinced an HNI customer for a sanction of 50 lakhs .
* Able to achieve an average of 3cr of personal loan in a month.

**Accreditation & Achievements**

* Was a **School Captain** because of my nature to be active and participative in all activities
* Winner of Sprint and Mathematics organized by “**AIBEC**”, Ballia.
* Winner of interschool **Singing Competition**, Nainital.
* Represented school for various **social activities**
* **National level** **Cricket player** (Represented Uttarakhand team as the **Vice Captain**), 2005, Uttarakhand.
* **State level Badminton Player and District Champion**, 2002, Ballia
* **NCC ‘C’ Certificate holder.**

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**Academic Credentials**

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| **Course** | **Board / University** | **College / School** | **Year of Passing** |
| M.B.A. | Narsee Monjee Institute of management Studies | Narsee Monjee | Pursuing |
| B.B.M. (Marketing Management) | Bangalore University | Garden City College | 2010 |
| H.S.C. | C.B.S.E | Hermann Gmeiner School, Nainital | 2006 |
| S.S.C. | I.C.S.E | Holy Cross Convent, Ballia | 2004 |

**Academic Projects**

**Company**- Pizza Hut

**Timeline** – March’11- April’11

**Responsibilities:**

* Analysis of marketing mix of Pizza Hut.
* Competitive Advantages.

**Key Learning’s:**

* Marketing strategies of food chains.
* Supply chain process.
* Distribution Strategies.

**Company**- Nike

**Timeline** – Dec’09- Jan’10

**Responsibilities**:

* Study of the Marketing Strategies.
* Analysis of Marketing Mix.
* Determine the impact of Market changes on Nike Products.

**Key Learning’s:**

* Customer’s feedbacks for the brand.
* Challenges and Strengths of Nike in Market.
* Strengths required to maintain brand value.