



AKSH MITTAL

MANAGER - Credit card sales Gujarat

As a keen business enhancer, I am a dedicated professional with successful track record of 6+ years of experience in B2C and B2B sales. A strategic leader with the ability to articulate big opportunities and transform them into actionable business plans by integrating human resources, sales strategies and implementing well-defined sourcing model. Have demonstrated abilities in strengthening healthy relationships with internal and external stakeholders for generating cost effective business and aligning workforce towards organization goals. Ability to build, maintain and sustain new channels & partnerships. Leading a team of sales frontline who support me on delivering above responsibilities.

EDUCATION

SWAMI VIVEKANAND COLLEGE OF ENGG

2013-2017 Bachelors of Mechanical Engineering

EXPERIENCE

2017 ICICI PRUDENTIAL LIFE INSURANCE

- Associated as Financial services consultant for BANCA channel in Indore from Aug'17-Apr'18.
- Responsible for sourcing life insurance business from in-house branch customers and open market.
- Achieved overall YTD tva of more than 200% and recognised for top performance in indore region.

2018 AMERICAN EXPRESS BANKING CORPORATION

- Associated as Senior relationship Manager in Bangalore from May'18-Feb'21 in credit cards department.
- Responsible for sourcing of HNI and Ultra HNI customers in open market channel.
- Based on performance, was appointed as Platinum Brand Ambassador in Premium channel for HNI sourcing.
- Have successfully single-handedly onboarded various corporates and premium clubs for retail cards sourcing.
- Took 3 consecutive promotions on a fast track promotion cycle of 6 months.

2021 YES BANK LTD

- Working as Manager - sales manager in credit cards department and responsible for handling retail assets channel partner credit card cross sell for entire Gujarat.
- Successfully onboarded multiple fintech partners like Buddyloan, Banksaathi, Creditmantri, ISL, Lendinkart etc as a channel partner for sourcing yes bank credit cards.
- Handling a team of 10-12 off-role frontline employees and managing business of entire Gujarat with maximum productivity and lowest cost of acquisition in channel on PAN india level since last 1 year.

CONTACT

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SKILL

- Assertive
- Analytical and process-driven
- Demonstration skills
- Strategy-focused
- Effective Delegator

INTREST

- Cricket
- Travelling
- Cooking
- Avid fitness enthusiast

LANGUAGE

- English
- Hindi