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| **Jayswal Pooja**  **Sr. Executive Sales Manager**  **F-103, Savvy Swaraj, Gota Ahmedabad, Gujarat, 382481 jayswalpooja68@gmail.com**  **8488956704**  **Enthusiastic Personal Banker with experience assisting customers with setting up new services. Proficiently assists corporate clients with all their banking needs. Processes transactions accurately in customer accounts, including checking savings and investment funds.**  **Key Skills**  **Communication skills**  **Public Relation Building**  **Willingness to learn New things**  **Effective time management**  **Technical skills**  **Siebel**  **Finacle**  **MS Excel**  **PPT**  **Outlook**  **MS Word**  **CRM next** |

# **Professional Experience**

**Sr. Executive Sales Manager June 2022 - Present**

**Aditya Birla Sun life Insurance Company Ltd**

* **Working as BANCA channel partner with DCB Bank.**
* **Generating new leads via self-sourced and with bank staff.**
* **Generating Life Insurance Revenue for the company.**
* **Maintain corporate tie-up with the bank.**
* **Daily meetings with at least 4-5 clients.**
* **Have achieved monthly and Quarterly targets.**
* **Won National and zonal level contests.**

## **Business Development Executive November 2021 - June 2022**

**Indusind Bank**

* **Acquisition of NTB HNI customers (CA) via cold callings and activities.**
* **Acquisition of Trade and retail Forex customers.**
* **Providing banking and financial solutions to customers.**
* **Cross-selling of all banking and third-party products like Life insurance, general insurance, demat, etc. Responsible for incremental deepening and addition of value-added services.**
* **Organizing activities on various occasions to reach out to NTB customers smoothly. Achieving monthly targets on regular basis.**
* **Have qualified for National and Zonal level contests for Life Insurance.**

## **Sales Executive December 2020 - October 2021**

**Mann Enterprise**

* **Mann Enterprise is a leading proprietorship working in consultation for Loan, Insurance and Visa services.**
* **Connecting with various clients for Loans.**
* **Providing financial solutions to the Existing customers and ensuring value added services.**

# **Education**

**Bachelor of Arts – History May 2017 - May 2020**

**Gujarat University at Ahmedabad**

## **Bachelor of Science – Zoology September 2012 - June 2018**

**Indira Gandhi National Open University (IGNOU) at Ahmedabad**