

CURRICULUM VITAE

Objective:- To work in a challenging and dynamic environment and to keep adding value to the organization that I represent and serve, while also concurrently upgrading my skills and knowledge.

Name: Shahrukh Ahmed Ansari

Father's Name:- Mr. Irshad Ahmed Ansari

Mother's Name:- Mrs. Rukhsana Parveen

Date of Birth:- 22.06.1996

Address:- HNO-32, J-2, JJ Colony, Wazirpur, Ashok Vihar phase 4, Delhi-110052

Educational Qualification:-

Qualification	Session	Board/university	Percentage/CGPA
High school	2011-12	CBSE	64%
Intermediate	2013-14	CBSE	53%
BBA	2014-17	Al-falah University Faridabad	70%
MBA	2018-20	Welingkar Institute of Management Mumbai	70%

Work experience:-

1) ICICI Bank ltd (I-Process services India pvt

ltd) 25th Aug 2017 - 10th Nov 2018

Responsibilities:-

- Worked as a **Sales Executive** in Auto Loan. This was my primary job to process and disburse the car loans from different channels of car showrooms.
- Financing of used cars & Balance transfer of previous car loans.
- Primarily responsible for handling branch and all activities concerned with the New sales and business of auto loan finance.
- Secondary responsible for cross selling of banking products like Credit Cards, General Insurance, and generating leads for CASA (current account & saving account).
- Maintaining and updating leads on CRM.
- Handling Activities like Sales, Initial Screening of Cases, and Disbursal Process & Collection.

2) HDFC Life Insurance - Relationship

Manager 26th Dec 2018 - 20th Oct 2019

Responsibilities:

- Identifying new business opportunities through different campaigns given by the company to close the sales as per the needs of the customer.
- Dealing and taking follow ups with **NRI Clients** suggesting them to invest in the market as per the customer needs after analysing the needs of the customer.
- Dealing with **HNI & Super HNI** clients, taking follow ups and suggesting them to invest in the market and traditional plans after need analysis.

- Meeting with clients/customers face to face or through telephonic to let them understand better.
- Understand the needs of the clients and be able to respond effectively with a plan of how to meet these

3) CANARA HSBC OBC LIFE INSURANCE CO LTD - Sales

Officer 23rd Oct 2019 - 28 March 2020

Responsibilities:-

- Currently working as a **Sales Officer** in **Banca S2S Channel**.
- Primary work is to handling **HNI & Super HNI** clients and maintaining a relationship with them and letting them to invest in the financial instruments like- Ulip & Traditional plans.
- Dealing with the **NRI** Clients and taking follow ups for a long time so that they can invest more through us.
- Meeting with clients/customer at their place and let them understand about the plans we have.
- Analysing the need of the clients to fulfill their needs as per their requirements.
- Also handling the Branch walk in customers and providing them the best solution and closing the sales from that.

4) MAX LIFE INSURANCE CO LTD - Deputy Manager-

01st April 2020 - Currently working

Responsibilities:-

- Currently working as a Deputy Manager in **S2S Channel**.
- Primary work is to handling **HNI & Super HNI** clients and maintaining a relationship with them and letting them to invest in the financial instruments like- Ulip & Traditional plans.
- Dealing with the **NRI** Clients and taking follow ups for a long time so that they can invest more through us.
- Meeting with clients/customer at their place and let them understand about the plans we have.
- Analysing the need of the clients to fulfill their needs as per their requirements.

- Also handling the Branch walk in customers and providing them the best solution and closing the sales from that.

Achievements:-

- Participated in Inter-school and Intra-school essay writing competition and was awarded for the same.
- Awarded by school for winning several competitions and games like GK, race competition.
- Awarded with Chief Ministers shield from the Chief Minister of Arunachal Pradesh in Scouting & guiding.
- Awarded with Governor Award from the Governor of Arunachal Pradesh in scouting & guiding.

Individual skills:-

- Good communication and presentation skill.
- Comfortable with travel for long periods.
- Personal integrity and commitment to deadlines.
- Can converse in English, Hindi language.

Strengths & weakness:-

- Able to work harmoniously with other members of the team.
- Ability to work by myself without the need for constant supervision by employees.
- Easily believe others.

Hobbies:-

- Singing
- Listening to music
- Novel reading

Contact:-

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