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| **GAURAV** | **CONTACT:**   |  | | --- | | E-2/29B CHANAKYA PLACE PART-1 STREET NO.33 UTTAM NAGAR | | New Delhi-110059 | | 8377049995 | | GAURAVRAJPUT68@GMAIL.COM | |

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| **Career Objective** |

To grab an opportunity and set myself a goal where I can be innovative and attain a challenging position by exercising my interpersonal & professional skills to the fullest for the growth of the organisation and mine as well.

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| **Educational Qualifications** |

* Master’s of Commerce, IGNOU, Year 2018
* Bachelor of Commerce, Delhi University, Year 2014.
* Class 12th, CBSE BOARD, Year 2011
* Class 10th, CBSE BOARD, Year 2009

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| **PROFESSIONAL EXPERIENCE** |

**YES BANK LTD** Exp-June 2018-Till Date **Designated As Acquisition Manager**

**Process : Credit Cards Sales**

* Responsible for new Business Entity customers for Credit Cards.
* Generating cross sell products for bank.
* Handling Branch channel for sales of Card Product with Cross Sell.
* Maintaining existing relationships with the clients in the segment.
* Ensure quality customer service is delivered.

**Kotak Mahindra Bank** Exp-Jan 2017-May 2017 **Designated As Assistant Manager**

**Process : Credit Card Sales**

* Responsible for the sales of Credit Cards through various field activities like Field Sales, Counter Sales, document collection.
* Identifying the premium customer and approaching them for their product and close the lead on immediate basis.
* Generate leads of customer through field activities, direct customer meetings, references and Cold Calling.
* Achieve business targets through pitching customers for credit cards.
* Profiling customers and providing products as per their needs
* Ensure quality customer service is delivered.

**HDB Financial Services ( HDFC BANK)** Exp-Oct 2015-Jan-2017 **Designated As Sales Executive**

**Process : Credit Card Sales**

* Identifying the premium customer and approaching them for their product and close the lead on immediate basis.
* Handling Bundle sales of credit cards in various channels like Personal Loan, Business Loan & TW loan.
* Ensure quality customer service is delivered.

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| **Strengths** |

* Work towards goals with a motive of achieving results.
* Able to work independently with minimum supervision.
* Believe in self-motivation and taking initiative with high objective and result driven mindset.
* Optimistic person with good behaviour.
* Team player who believes in teamwork.
* *Motto : To remain honest towards my work and do it with full involvement & complete dedication.*

Place : New Delhi

Date :