

Jasvinder Singh Saluja

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Aspiring for a suitable role in Management with an organization of high repute.

SUMMARY

- ▶ Currently working as sales Manager at oyca solutions.
- ▶ Pursued PGDM(Marketing) Program from Balaji Institute of International Business(Pune).
- ▶ Worked as a sales team manager at HDFC Bank Ltd,AU Bank,ICICI.
- ▶ Gained experience in People management , Sales, Marketing & operations by working.
- ▶ Thriving in a fast paced. I am a strong negotiator and networker, and very much a 'big picture', strategic thinker. Above all, I am looking for a stimulating position in an energetic and supportive team where I can continue to make a transition from engineering to strategic business management role.

OCCUPATIONAL SCAN

Oct'2023 to present

Working as Equity Manager at oyca solutions

KEY DELIVERABLES

Responsible for handling sales activities and working on sales of equity products with Team handling.

- ▶Responsible for handling Monthly sales activities for all financial products.
- ▶Responsible for meeting overall monthly sales.
- ▶Identify gaps and niches in sales management.
- ▶Maintain strong relationships with online and offline channels across segments.
- ▶Responsible for handling collective workflow info from various digital channels like oline Leads,self sourcing and Own Portfolio.

OCCUPATIONAL SCAN

Jan'2023 to Oct'2023

Working as Sales Manager at ICICI bank

Relationship Manager Business Lending Group

KEY DELIVERABLES

- Responsible for handling sales activities and working as a manager
- Responsible for handling Monthly sales activities for Loan products
- Responsible for meeting overall monthly revenue
- Identify gaps and niches in sales management.
- Maintain strong relationships with Branch Staff BM,RM,RHS.
- Responsible for handling collective workflow info from various digital channels like Branch Leads,self sourcing and Own Portfolio.

OCCUPATIONAL SCAN

Jul'2020 to Jan'2023

Working as Digital Marketing Professional

Freelancer at Oyca solutions

KEY DELIVERABLES

- Responsible for handling sales activities and working as a manager
- Responsible for handling Monthly sales activities for Affiliate products
- Responsible for meeting overall monthly revenue
- Identify gaps and niches in sales management.
- Maintain strong relationships with influencers
- Responsible for handling collective workflow info from various digital channels like email,telegram,instagram.

July'18-OCT'19 ICICI Prudential Life Insurance Co.Ltd

Branch Manager at ICICI Prudential Life Insurance Co.Ltd

KEY DELIVERABLES

- Responsible for handling Branch sales activities and working as a branch manager.
- Responsible for handling Monthly sales Targets for products like Life insurance, Saving and Investment Plan, Pension Plan, Protection Plan.
- Responsible for revenue generation and persistency parameter for existing buasiness.
- Identify selling opputunities and cross sell of products.
- Maintain strong relationships with key Persons (Heads) in the company.
- Responsible for handling overall achievements with the team.

KEY DELIVERABLES Mar'17-June'18 AU Small Finance Bank Ltd
Manager at AU Small Finance Bank Ltd
KEY DELIVERABLES

- Responsible for handling Branch sales activities and working as a relationship manager.
- Responsible for handling Monthly sales Targets for products like Life insurance, General Insurance, Assets and all other banking Products.
- Deal with Business Loans Products like working capital, CC, OD limits.
- Responsible for revenue generation and maintaining score card parameters.
- Identify selling opportunities and cross sell of products.
- Maintain strong relationships with key Persons (Heads) in the company.
- Responsible for handling overall achievements with the team.

May'15-Feb'17 HDFC Bank LTD
Deputy Manager at HDFC Bank Ltd.
KEY DELIVERABLES

- Responsible for handling Branch sales activities and working as a preferred relationship manager.
- Responsible for handling Monthly sales activities for products like Life insurance, General Insurance, Assets and all other banking Products.
- Deal with Business Loans Products like working capital, CC, OD limits.
- Responsible for meeting overall quality of service
- Identify gaps and niches in sales management.
- Maintain strong relationships with key Persons (Heads) in the company.
- Responsible for handling collective workflow info from various departments.

June'11-March'12 Pc Care Pvt Ltd
Sales officer responsible for monthly sales
KEY DELIVERABLES

- ▶ Liaise between the technical team and sales Management, as well as senior management and Directors
- ▶ Responsible for meeting overall quality of service
- ▶ Conduct high volume presentation
- ▶ Manage account transitions both US and UK

- ▶ Responsible for submission of daily reports to the MD & the Directors in the Management
- ▶ Responsible for maintaining records & Documents of all the Learning & Development Initiatives and other client specific generated reports.

NOTABLE ATTAINMENTS

- ▶ Was at Top 3 in my team which helped in the overall sales revenue of the company.
- ▶ I won captain of Ipru at Pan India level.
- ▶ I am being nominated as For scoring 3rd Position By Our BBH.
- ▶ I am a part in creating a Balanced Scorecard for the Organization
- ▶ Organized & Coordinated various presentations for my colleagues and helped them in learning skills.
- ▶ I Got Promoted to Manager -II just after joining in 3 months.

EDUCATIONAL CREDENTIALS

- ▶ **PGDM in Marketing Management** from Balaji Institute Of International Business in 2015. Scored 72%
- ▶ **B.Tech in Information Technology** from Sobhasaria Engineering college, Sikar in 2011. Scored 69.78%
- ▶ **Class 12th** from Manglam D.A.V. public school,Kota in 2007 Scored 65%.
- ▶ **Class 10th**from Manglam D.A.V. public school , kota in 2005. Scored 50%.

Interests & Hobbies

- ▶ Reading Economic Times
- ▶ Surfing internet
- ▶ Watching movies

PERSONAL DOSSIER

Date of Birth	: 19 th October 1989.
Residential Address	: C/o Baljit Kaur saluja,House No.50,Bazar No.3,Ramganj mandi,Kota(Dist.)-Rajasthan
Permanent Address	: C/o Baljit Kaur saluja,House No.50,Bazar No.3,Ramganj mandi,Kota(Dist.)-Rajasthan
Linguistic Skills	: Hindi,English,punjabi

