

**NEETU**

**E-Mail:** neetu96g@gmail.com **Contact:**

+91-7082273749

**Industry Preference :** Financial Inclusion/ FMCG/Banking

**Location Preference :** Haryana

## Profile Summary

- Productive relationship builder; excel at listening to customer needs, articulating product benefits and creating solutions that provide value to the customer.
- Highly professional—dependable, reliable and able to perform duties with minimal supervision.

## EMPLOYMENT HISTORY

### Kotak Life Insurance

**November'23 to Present**

**Sales Manager**

**Location: Hisar**

**Key Result Area:**

- Mapping client's needs & providing best service to suit their requirements
- Generating business from existing clients and achieving profitability & sales growth
- Building healthy business relations with major clients & ensuring maximum customer satisfaction
- Ensuring for achieving the sales targets of every month.

### ICICI BANK LTD

**April 23 to September 2023**

**New Relationship Manager**

**Location: Kota**

**Key Result Areas:**

- Cross selling of new products and services for both new and existing privilege customers
- Achieve sales target for Credit Cards and other products
- Maintain good relationship with customers
- Provide guidance and advice to the customers about the products and services offered

### Kotak Mahindra Bank Ltd

**January'22 to March'23**

**Junior Associate**

**Location: Hisar**

**Key Result Areas:**

- To identify Credit Card New acquisition and conceptualizing plan & implementing the strategy.
- Achieving sales target by handling & increasing the current Banking network Build Relationship with Branch.
- Coordinate with Branch Sales Team for achieve sales target with good relationship.

- Understand and provide efficient and effective customer service to consistently meet and exceed customer expectations.
- Work knowledge of products, services, sales programs, policies and current procedures.
- After Sales services resolve complaints about the credit cards

## Quess corp deputed at Axis Bank Ltd

**Apr 19- Sep 20**

**Sales Executive-**

**Location Hisar**

**Key Result Areas:**

- Increase credit card customers with interacting daily walk in customers
- Engage and educate customers on product usage
- Convey brand information to customers and respond to questions/inquiries that arise during conversation □ Achieving daily/monthly sales targets properly
- Prioritize and schedule proactive calls to organization's accounts
- Update and manage contact database with accurate profiles, notes, and relevant information
- Undertake training on the firm's markets and products, and improve on selling skills
- Match sales opportunities that cover other products involving various sales representatives
- Answering clients' questions within set standards, and helping them resolve complaints about the credit cards or issues that may arise during usage

### Academic Details

- 12<sup>th</sup> from HBSE Bhiwani Haryana 2014
- B.com from ([DNPG COLLEGE HISAR](#)) [Kurukshetra University Kurukshetra](#) Haryana in 2018
- MBA (Finance) From [Guru Jambheeswar University](#) Hisar Haryana 2021

### IT Skills

- MS-Office and Internet Applications

### Strengths

- Strong organizational skills and computer aptitude
- Good communication skills with emotional intelligence
- Willingness to share your knowledge and learning with others
- Ability to strive in a fast paced environment
- Ability of proactive and courteous customer approach
- Value different ways of working and learn from others

### Personal Details

Father's Name : Mr. Gopal

Mother's Name: Mrs. Mamta

Marital Status: Unmarried

Address: 36A New Mahavir Colony, Near Shiv Chowk, Hisar

