**NAME**

**aaaaa@gmail.com**

**XXXXXXXX**

**7+** years of experience in diverse sectors such as Banking, BPO, Pharmaceutical & Retail

**Objective:** Assignments in Branch Banking Operation, Business Development (CASA),

Customer Relationship Management.

**WORK EXPERIENCE:**

Working with **ICICI Bank Ltd.** as a **Sales Manager** (AM-1) in Retail Liability Group- sales

(Nov 28, 2007 – Till date)

* Sales and business development through Liability New Customer Acquisition with primary focus on CASA deposits and retail products business such as Savings A/C and FD’s
* Recruitment, Training and Development of sales team including Team Leaders, Senior Sales Executives, Sales Executives and Sales Trainee.
* Meet the Annual budgeted targets value in terms of CASA/ NCA/ ERV and volume in terms of SB A/C’s and no. of Cust IDs.
* Managing and holding location level business promotion activities such as Free Health Check up camp/ Drawing Competitions/ Sr. Citizen meets, in association with Societies, NGOs, Schools etc.
* Ranked # **1’st** in the region for absolute saving A/c no’s and for Float. (1Apr 08 – 31 Mar 09).
  + Currently Ranked **# 2’**nd in the region for CASA business.

**Previous Employment Details:**

* Worked with ‘**Convergys India Ltd.**’ as ‘Technical Support Officer’

(Nov 06, 2006 – Nov 28, 2007)

(Troubleshooting Windows XP, Internet and Landline Phone related issues for Australian Customer’s)

* Worked as ‘Medical Representative’ with **‘Merck Ltd.’**

Merck is a German co. ranked among top 10 Pharmaceutical Co. Worldwide (Feb 08, 2005 – Nov 06 )

* Worked as ‘Territory Business Manager’ with **‘Nicholas piramal India Ltd.’**

Nicholas is ranked among top 5 Indian Pharmaceutical co. (May 26, 2003 – Feb 08, 2005)

* Worked as ’Professional Sales Representative’ with **‘Apex Laboratories Ltd.’**

(Jun 10, 2002 - may 25, 2003)

**JOB SUMMARY:**

* Meeting clients (doctor’s) to build rapport and to promote products to achieve monthly sales target.
* Conduct regular market survey, check on competitor’s activity, and report compile sales data to immediate manager.
* Maintaining liaison between Cnf/Distributors/sub-distributors/retailers to ensure rich product availability in the market.

**Key achievement:**

* Star Performer for 2005. Conferred with the title of ***“Actis Crowning Stars”***

***(***Actis is a division of Nicholas piramal India Ltd.)

* + Worked with **‘THE TIMES OF INDIA’** as ‘Regional Relation Executive’ (Jun 1, 2001- May 19, 2002)

* Worked with **LAKME** Brand in **‘Shopper’s Stop Ltd.’** as a ‘Customer Care Associate’

**QUALIFICATIONS**

* Highly competitive, Self Starter who is organized disciplined, and goal oriented.
* Excellent communication skills demonstrated by ability to work with people of diverse

Backgrounds. Listen to determine needs of customers before offering a solution.

* Quickly establish rapport with clients.
* Enthusiastic, Creative and willing to accept increased responsibility.

**ACADEMIC QUALIFICATION**

* Graduation in commerce from Kumaun University Nainital (1999)
* Senior Secondary from CBSE, New Delhi (1996)
* Higher Secondary from CBSE, New Delhi (1994)

**#** Currently pursuing MBA from Punjab Technical University.

**ADDITIONAL QUALIFICATION**

* 1 Year Advance diploma in Software Technology from ‘HILTRON CALC’

(A UP Govt. Undertaking)

**EXTRA CURRICULAR ACTIVITIES**

* **NSS Cadet** (National Service Scheme)
* Member of College Basket ball Team

**PERSONAL DETAILS**

Fathers Name ~ Mr. XXXXXXXX

DATE OF BIRTH ~ XX-XX-XXXX

MARITIAL STATUS ~ Married

SEX ~ Male

NATIONALITY ~ Indian

LANGAUAGE KNOWN ~ English and Hindi

INTRESTS INCLUDE ~ Travelling and Surfing.

Address: ~ XXXXXXXXXX