

YASH SHARMA

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I seek to work in a stimulating environment where i can apply and enhance my knowledge, skill to serve the firm to the best of my efforts which offers me the opportunity for career advancement and professional growth.

**ICICI Bank Ltd. (Solution Manager)**

March - 2022 to Present

**Roles & Responsibility:**

- Working Capital
- Dynamic professional with 6 months of exposure in Working capital managing the entire gamut of Working capital.
- Manage operations
- Customer Relationship Building
- Able to generate revenue from existing relationship
- Hands on exposure in mapping customer's needs and attuning product / service solutions

**Internship**

- WhiteHat Jr. (2 Months)
  1. Responsible for generating quality Enquiries/Leads
  2. Pitch them about WhiteHat Jr's and convince them to book for a free trial class
  3. Ensuring proper collateral setup on the given asset location
  4. Responsible for overall campaign managemen
- Bhawasar PVT.LTD (3 Months)
  1. Meeting sales goals by training, motivating, mentoring and providing feedback to store staff
  2. Developing store strategies to raise market
  3. Ensure high levels of customers satisfaction
  4. Report on buying trends, customer needs, profits

- Outlook Group (2 Months)

1. Generating sales for Outlook Magazine to find, attract and win new clients.
2. Analyse client's response, to understand consumer behaviour towards the magazine

## **EDUCATION**

1. M.B.A - Prestige Institute of Management and Research, Indore (2020-22)
2. Graduation (B.com) – Renaissance College of commerce and management, Indore (2016-19)
3. Class XII – Kendriya Vidyalaya No.1 O.F (2016)
4. Class X - Kendriya Vidyalaya No.1 O.F (2014)

## **Certification**

1. Statistical Analysis using MS-Excel
2. The fundamentals Of Digital Marketing

## **Tools**

1. Finacle
2. IView
3. FCRM
4. Internet Application

## **Personal Information**

DOB – 08<sup>TH</sup> July 1998

Gender – Male

Marital Status – Single

Languages known: Hindi, English

Present Address- 6<sup>th</sup> line near Goyal Clinic, Itarsi Dist. Hoshangabad

Date :

Signature :

Yash Sharma