

RESUME

Dashrath Singh

Mob:- +91- 9267676850

Email:-ds.lodhi.lodhi@gmail.com

Add:- Prince Nagar Nagla

Molvi Melrose Aligarh (202001)

CAREER OBJECTIVE:

To work in a dynamic and competitive environment that will provide a continuous learning atmosphere to realize and improve my potential and skills while playing a crucial role in the growth of the organization.

ACADEMIC QUALIFICATION:

10th passed from UP Board.

12th passed from UP Board.

Graduation (B.Sc) from D.S Degree Collage

(PG) MBA (A.K.T.U) ITM, Aligarh

WORK EXPERIENCE

CURRENTLY WORKING

CAM

(HDFC LIFE INSURANCE

Bancassurance HDFC BANK Dhanipur Aligarh)

(13/06/2022)

Responsibilities :-

- Drive sales performance of frontline sales to achieve overall sales targets assigned for insurance products.
- Identify basic needs of customers and sell insurance products upon referrals from (T)RM or other internal channels .
- Participate various branch initiatives, including seminars and campaigns, to maximize...
- Excellent leadership and management skills.
- Excellent communication (written and oral) and interpersonal skills.
- Deep interest in and knowledge of emerging trends impacting/likely to impact insurers, distributors and customers

Sales Officer

(Axis Bank Ltd Aligarh)
(06/07/2021 To 31/03/2022)

Responsibilities :-

- Build relationships with outlets and Distributor partners and proactively participate in building relationships with critical partners.
- Main goal must be to place bank product in each and every outlet. Focus on new activation i.e. non bank outlets.
- Make sure adequate stock is maintained in Visit cooler outlets.
- Closely work with Production and Logistics teams to ensure timely bank product fulfilment and documentation.
- Interact with channel partners on a regular basis and seek feedback Address grievances in timely and prompt manner, if any.
- Timely submit required data to your supervisor monthly, e.g.: sales monthly reports, expenses, etc.

Sales officer

10/07/2020 **(Jana Small Finance Bank Aligarh)**
Promote Team Leader **(05/12/2019 TO 27/03/ 2021)**

- Monitor the daily operations at the store including customer experience, escalations, Revenue, and people-related responsibilities.
- Monitor inventory cycles and stock replenishment in coordinating with the operations and Sourcing teams.
- Maintain all relevant reports to keep track of the progress level.
- Assist in planning and execution of micro marketing activities at ground level.
- Footfall generation ensures execution of the footfall generation plan and monitors quality.
- Promote the company house of the brand in the local community through marketing.
- Maintain awareness of market trends in the retail industry, understanding for thcoming Customer initiatives and monitoring what local competitors are doing. Manage the P&L of the store.
- Doing BTL Activity to increase sales of the store.
- Manage team and target delivery through the team.

Sales Manager

**(BAJAJ HOUSING FINANCE, Subhash Nagar Dehli)
(02/02/2018 TO 18/10/2019)**

Responsibilities:

- Monitor the daily operations at the Market including customer experience, escalations, Revenue, and people-related responsibilities.
- Monitor inventory cycles and leads in coordinating with the operations and Sourcing teams.
- Maintain all relevant reports to keep track of the progress level.
- Assist in planning and execution of micro marketing activities at ground level.
- Footfall generation ensures execution of the footfall generation plan and monitors quality. Manage team and ensure target delivery through the team.
- Promote the company house of the brand in the local community through marketing.
- Maintain awareness of market trends in the banking industry, understanding forthcoming Customer initiatives and monitoring what local competitors are doing. Manage the colling of the market.
- Doing CRM Activity to increase sales of the market.

Profesional Skills :

- MIS (Management Information System), MS Word, Advance MS Excel, ERP, MS Powerpoint Adobe Photoshop.

PERSONAL INFORMATION:-

| | |
|-----------------------|-------------------------------------|
| Name | : Dashrath Singh |
| Date of Birth | : 15th July, 1992 |
| Sex | : Male |
| Marital Status | : Married 20/02/2020 |
| Nationality | : Indian |
| Language Known | : Hindi, English |
| Passport | : Yes (R3103968) |

Date:

Signature

