

Shephali Srivastava

5 Years experience

Noida, Uttar Pradesh

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I hereby declare that the particulars of information and facts stated herein above are true, correct and complete to the best of my knowledge and belief.

Thank you for your valuable time and attention.

Place - Noida SHEPHALI SRIVASTAVA

Willing to relocate: Anywhere

Work Experience

Deputy Manager

ICICI Bank Ltd - Delhi, Delhi

April 2023 to Present

Partner with customers through their life-cycle and offer suitable products and services based on their financial needs

Nurture the current customer relationships while maintaining the quality of the portfolio

Expand and develop the customer base by onboarding new customers

Analyse consumer needs, current market trends, and potential partnerships to offer unique and technology-driven solutions

Build a short/medium/long-term sales pipeline per market opportunities

Collaborate and coordinate to implement different marketing strategies

Formulate sales strategies, tap into cross-selling and upsell opportunities, to ensure maximum customer reach.

Offer 360-degree banking to the individual, professional and business ecosystem

A customer seeks insights and advice and hence superior knowledge and service are distinguishing factors of success

Floor Manager

CapitalPride - Indore City, Madhya Pradesh

April 2018 to January 2019

- As Floor Manager
(From Feb 2018)

Capital Pride

- Managing 20+ employees
- Target Oriented
- Handling Managers, ARM, Team Leader, SBA &BA.
- Determines annual unit and gross-profit plans by implementing marketing strategies; analysing trends and results.
- Establishes sales objectives by forecasting and developing annual sales quotas; projecting expected sales volume and profit for existing and new products.
- Completes sales operational requirements by scheduling and assigning employees; following up on work results
- Contributes to team effort by accomplishing related results as needed.
- Determine ways to streamline and improve the sales process.
- Providing Training
- Creating Innovative ideas or strategy to maximise the revenue of the organisation.
- Managing a team size of 10 to 20 subordinates: - Looking the work of subordinates, help them to achieve target and handling their clients to provide better services. Performing role plays to upgrade the client or cross sale then for generating revenue for the team. To check the quality calling done by the subordinates and pitching done according to the client's requirements.

Marketing Officer

Bucks Gainer

February 2017 to March 2017

- Managing a team size of 10 to 20 subordinates: - Looking the work of subordinates, help them to achieve target and handling their clients to provide better services. Performing role plays to upgrade the client or cross sale then for generating revenue for the team. To check the quality calling done by the subordinates and pitching done according to the client's requirements.

As Executive trainee

CapitalVia Global Research Ltd

December 2013 to December 2016

Experience: 2 year 11month (3years approx. from Dec 2013 to Dec 2016)

- Revenue generation by Client handling.
- Maintain Client information in CRM.
- Involvement in organization's activities;
- Keep regularly updated with market movements.
- Meeting expectations by delivering desired calling hours.
- Proper planning, execution& control.
- Work well in team, and drive team when ever needed.
- Filter potential clients from all the available prospects
- Responsible for analyzing share and Investment market: - Analyzing the market on various aspects like trends, collection of international data, trends going on in the present market, collection of sentimental data which are responsible for changes in the investment market. Generating recommendation and then providing to the clients to trade in the market
- Performing the work of operation cum sales:- Handling the software of client relationship management which provides a platform for business development and profile handling related to Handling the software

of client relationship management which provides a platform for business development & profile handing related to new clients.

Education

Master's in Finance and marketing

ACCURATE INSTITUTE OF MANAGEMENT & TECHNOLOGY - Noida, Uttar Pradesh

June 2012 to December 2014

B.Com

ALLAHABAD UNIVERSITY - Allahabad, Uttar Pradesh

June 2009 to June 2012

Higher Secondary(12th Pass) in CBSE BOARD

JAGAT TARARAN GOLDEN JUBILEE SCHOOL - Allahabad, Uttar Pradesh

April 2008 to April 2009

Secondary(10th Pass) in CBSE BOARD

JAGAT TARARAN GOLDEN JUBILEE SCHOOL - Allahabad, Uttar Pradesh

April 2006 to April 2007

Skills / IT Skills

- Tally
- Sales
- Business Development
- sales Head
- leadership quality
- aggressive
- self-motivated
- Trainer in BFSI
- goal oriented
- Presentation skills

Additional Information

Software Skills

- Operating systems: Tally ERP .9
- Applications: MS Office, Internet