






Vikas Ranjan Kumar

CONTACT

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SKILLS

- Relationship building
- Business development and planning
- Coaching and mentoring
- Trained in consumer marketing
- Sales presentations
- Strategic planning

LANGUAGES

Hindi:



Advanced (C1)

English:



Advanced (C1)

PROFESSIONAL SUMMARY

Competent and Seasoned Banking professional with 17+ years of extensive experience in different geographies, exposure and expertise in various parameter of Branch operation, Retail banking, Sales and Marketing, Business development, Customer Relationship, Complaint management, increasing Market Share outperform competition and achieving profitability.

WORK HISTORY

Area Sales Manager 06/2020 - Current
Axis Bank - Raipur, India

- Established strong relationships with channels and key decision-makers to increase sales of unsecured loans in designated territory.
- Hired, trained and managed sales staff and administered and implemented compensation plan to support area sales goals.
- Analyzed sales data and kept up to date with market trends.
- Handling a large team of 125Ms and 65Ros Helped team stay productive and focused on higher-value tasks to improve sales efficiency.

Regional head Sales 06/2012 - 06/2020
ICICI BANK - Raipur, India

- Participated in team-building activities to enhance working relationships.
- served Icici bank for more than 8years, worked in different -2 geographies and different -2 profile, starting from Branch Operation Manager, Branch Manager and Regional Head Sales.

Sr Relationship Manager 01/2009 - 06/2012
IDBI Federal Life Insurance Co - Raipur, India

- Successfully handled the Bancassurance channel for to increase the business.
- product presentation, Bank staff training, customer handling, Complaint resolution, Conducted events and activities for product promotion and lead generation, from Sourcing to after sales services.

Sales Manager 09/2007 - 01/2009
Bajaj Allianz Life Insurance Co - Raipur, India

- Conducted team meetings to reinforce goals and objectives and set clear expectations about policies and procedures.
- Targeted and prospected for new business through Branch channel, telemarketing, individual creativity and innovation.

Insurance Associate 11/2006 - 09/2007
HDFC Life Insurance Company - Raipur, India

- Completed sales documentation and collected signatures to finalize purchases.
- Researched and resolved areas of concern for potential and existing clients.
- Participated and developed relationships with potential clients and channels to increase sales.
- Met sales targets month on month.
- Prepared insurance claim forms or related documents and reviewed for completeness.
- Earned highest incentives in pan india in fy 2006-07.

Sales officer

07/2006 – 11/2006

Bharti Airtel Ltd. – Raipur, India

- Enhanced sales operations through development of new sales strategies, cold calling techniques and customer follow-up
- Prepared sales reports with informative graphs and charts to outline key data.
- Become Best sales officer of Circle.

EDUCATION

MBA: Marketing And Finance, 03/2005

Pt Ravi shankar shukla university – Raipur

Bcom : Commerce and Tax, 03/2003

Guru ghasidas University – DP VIPRA Bilaspur

12th: PCM, 03/2019

MP board bhopal – Kotma

10th, 03/1997

Mp board bhopal – SVMK kotma

CERTIFICATIONS

- IRDA
- AMFI

EXTRA CURRICULUM ACTIVITIES

- Participated and won prize in debate in several times.

PROJECT UNDERTAKEN

- Success of Govt policy to introduce the Kisan credit card in chhattisgarh. (Under the Institutional financial director ,CG Govt.)
- Investor Attitude towards mutual fund.
- Work culture in BSP Bhilai.

REFERENCE

- References available upon request