

Roushan Kumar

Current address: A114, 4th Floor, Som Bajar, Jeevan Park, Uttam Nagar (E), New Delhi, 110059

Permanent address: Shailesh Ashtan, Pahsara, Babhangama, Nawkothe, Begusarai, Bihar, 851127

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Objective:

Results-oriented Sales specialist with a strong background in sales. Seeking a challenging position where I can leverage my sales expertise and backend skills to contribute to an organization's growth and efficiency.

Professional Skills:

- Good communication (both verbal and written) skill in both English and the local language.
- Excellent lead generation and conversion skill.
- Ability to handle pressure and meet deadlines.
- Ability to successfully work as a part of a team.
- High sales orientation to meet the sales targets consistently.

Professional Experiences:

IndusInd Bank Ltd.

Client Account Officer (Sep 05, 2022 - Till Date)

Skills & Experiences:

Loan Management

- Evaluated and processed loan applications, ensuring compliance with bank policies and regulations.
- Conducted credit assessments and risk evaluations to make informed lending decisions.

Customer Relations:

- Provided excellent customer service by addressing inquiries, resolving issues, and offering financial guidance.
- Built and maintained strong customer relationships, resulting in high customer satisfaction and retention.

Cross Selling:

- Successfully cross-sold insurance products and demat accounts to existing bank customers.
- Utilized a deep understanding of customer needs to identify cross-selling opportunities and increase product penetration.

HDB Financial Services

Sales Executive (Jan 01, 2022 - Aug 31, 2022)

Skills & Experiences:

Loan Management

- Evaluated and processed loan applications, ensuring compliance with bank policies and regulations.
- Conducted credit assessments and risk evaluations to make informed lending decisions.

Customer Relations:

- Provided excellent customer service by addressing inquiries, resolving issues, and offering financial guidance.
- Built and maintained strong customer relationships, resulting in high customer satisfaction and retention.

Cross Selling:

- Successfully cross-sold insurance products and demat accounts to existing bank customers.
- Utilized a deep understanding of customer needs to identify cross-selling opportunities and increase product penetration.

Certifications:



Academic Qualifications:

Bachelor of Science - Physics (Hons.)

Passing Year: 2020

Score: 61%

University: LNMU Darbhanga

Intermediate - XIIth

Passing Year: 2017

Score: 61.8%

College: Dhuna Singh Inter College Pahsara, Begusarai

Matriculation - Xth

Passing Year: 2014

Score: 73.6%

School: APS High School NaoKothi

Personal Details:

Full Name: Roushan Kumar

Father's Name: Shri. Pramod Prasad Singh

Mother's Name: Smt. Sudehi Devi

Date of Birth: March 07, 1999

Gender: Male

Nationality: Indian

Marital Status: Unmarried

Languages Known: Hindi and English

Hobbies: Reading, Learning, Music, and Travel

Declaration:

I hereby declare that all the above furnished information is true and correct to the best of my knowledge and belief. I take full responsibility for correctness of the above information.

Date: July 25, 2024

Roushan Kumar