

## **SANDEEP KUMAR YADAV**

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### **WORK EXPERIENCE:**

**Company Name : CHOLA MS GIC LTD.**  
**Position : MANAGER (Banca)**  
**Period : 12<sup>th</sup> June 2018 to TILL DATE**

#### **Key responsibilities:**

- Managing new business and service with union bank of India, bank of Baroda, central bank of India and oriental bank of commerce (28 Branch) Varanasi since June 2018.

**Company Name : STAR UNION DAI-ICHI CO. LTD**  
**Position : ARM (Banca)**  
**Period : 11<sup>th</sup> Aug 2017 to 10 June 2018**

#### **Key responsibilities:**

- Managing new business and service with union bank of India and bank of India (four Branch) Varanasi since 2017.

**Company Name : ICICI PRUDENTIAL LIFE INSURANCE CO. LTD**  
**Position : Sr. FSM (Banca-North)**  
**Period : 07<sup>th</sup> Sep. 2011 to 20 July 2017**

#### **Key responsibilities:**

- Managing business with ICICI Bank Ltd. (Chowk Branch) Varanasi since 2013.
- Managing business from existing broking channels like Bajaj Capital, India Info line, SMC India, Fullerton India, Netambit, Muthoot Finance Etc.
- Conduction of support training and promotional activities for enhancement of ICICI Prudential Life Insurance Business.
- Handling all the grievances and queries during the course of business like issuance, login etc.

**Company Name : NETAMBIT INSURANCE BROKING INDIA LTD.**  
**Position : Sr. B.D.O.**  
**Period : 18<sup>th</sup> Aug. 2009 to 17 Apr. 2011.**

#### **Key responsibilities:**

- Responsible to visit the all calls provided by telesales from Noida.
- Managing business through the conversion of calls.
- Interact directly with customers at their address and redress queries and issues to their optimum satisfaction.

- Understanding the stated and implicit needs of the customers and suggesting products to match their needs.
- Ensuring the availability of door-step services to the consumers.

**Company Name : FULLERTON INDIA CREDIT CO. LTD.**

**Position : Relationship Officer**

**Period : 1<sup>st</sup> Aug. 2008 to 30 Jul. 2009**

**Key responsibilities:**

- Initiate contact with customers for developing leads for Loans and Insurance Business. Reinforce relationship with the clients for repeat & continued business.
- Interact directly with walk-ins customers at the branch and redress queries and issues to their optimum satisfaction
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**Company Name : ICICI BANK LTD.**

**Position : Sr. Sales Executive**

**Period : 1<sup>st</sup> Jul. 2007 to 30<sup>th</sup> Jun 2008.**

**Key responsibilities:**

- Initiate contact with customers for developing leads for Loans and Insurance Business. Reinforce relationship with the clients for repeat & continued business.
- Interact directly with walk-ins customers at the branch and redress queries and issues to their optimum satisfaction.

**Achievements**

- In ICICI Prudential I achieved as only qualifier for Orchha contest in the Cluster (UPE)
- In ICICI Bank I was rewarded for the maximum 75 saving Accounts in a single month.

**Educational Details**

- PGDCA from U.P. College Varanasi.
- B.A. from U.P. College Varanasi.
- XII from U.P. Board.
- Xth from U.P. Board.

**Computer Awareness**

- Knowledge of MS-Office.
- Operating knowledge of Internet.

**Personal Statement**

- I am receptive to new ideas, adaptable to different environment, confident, articulate and persevering who believes in his own self. I also believe in reaching out to my professional objective in a progressive work environment.

**Personal Information**

Date of Birth : 18<sup>th</sup> April, 1983  
Gender : Male  
Language Known : Hindi & English  
Nationality : Indian  
Religion : Hindu  
Marital Status : Married

**Correspondence Address**

**17/174P-13-S  
Ganpat Nagar Colony  
Panchkroshi Road,  
Behind Lakshmi Mandir,  
Varanasi (U.P.)-221007**

**Date:**

**Place:**

**(Sandeep Kumar Yadav)**