

CURRICULUM VITAE



Raunaq Kapoor

Contact no. 7275967985

Email id- raunaqkapoor933@gmail.com

Linkedin id-<https://www.linkedin.com/in/raunaq-kapoor-1bb6b8a1>

CAREER OBJECTIVE

Dedicated Management Professional eager to contribute exceptional Sales Marketing Developing Businesses and Client Relations talent toward supporting an employer in driving revenue growth and profitability.

EDUCATION

IILM Graduate School Of Management, Greater Noida

- Post Graduate Diploma in Management(Marketing & Operatons) 2016-2018

Chatrapati Sahuji Maharaj University, Kanpur

- Jagran College of Art Science & Commerce-Bachelor of Commerce 2011-2014

School

- Class XII- Karam Devi Memorial Academy- Secured 65%(C.B.S.E) 2010-2011
- Class X- Karam Devi Memorial Academy- Secured 65% (C.B.S.E) 2008-2009

WORK EXPERIENCE

SENIOR EXECUTIVE SALES - HOMELANE.COM (JANUARY 2020 – JULY 2020)

LOCATION – Bangalore

Job Responsibilities

- Fixing up meetings, building a good relation with the customers and closing up the deals.
- Understanding the need, requirements and the budget of the clients and giving them the world class experience and the offer they can't refuse.
- Getting references from existing clients and generating business for the company.

RELATIONSHIP MANAGER – HDFC BANK LTD (JUNE 2018 -JANUARY 2020)

LOCATION- Bangalore

Job Responsibilities

- Working on a Portfolio of about 150+ clients with high net worth.
- Maintain a good relationship with the client so that the business can maximize the value of those relationships.
- Working with the clients for their banking requirements & financial advice.
- Participate in one-on-one meeting with the clients to explain the services and product in an effort to guide their choices.
- Understand the problem and challenges of clients and identify ways the business could better address those needs.
- Seek opportunities to cross sell or up sell to existing clients.
- Provide an excellent service in order to maintain a positive reputation of a business.
- Resolve the complaints of customer in a very prompt & professional manner.

Summer Internship(May-July 2017)

- Organization- FUTURE GROUP
- Profile- Management Trainee
- Project Name- Business Possibilities And Distribution Channel Sales
- Duration- 3 months
- Location- Kanpur

CORE COMPETENCIES

- Interpersonal Communication skills
- Keen analytic & research abilities
- Client / Business Relations
- Advertising / Promotions
- Data / Records management

SKILLS AND INTEREST

- Computer skills: Proficient in MS office
- Proficient in use of social media platforms of networking.
- Sports : Winner in freestyle swimming at school
- Interest : Swimming, Cricket, Snooker

CERTIFICATIONS

- Insurance Regulatory and Development Authority
- NISM-Series-V-A: Mutual Fund Distributors Certification Examination
- MS Office - UPTEC