Pankaj Sharma

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+91-9599767550

**CAREER OBJECTIVE**

To pursue a challenging career in a leading and progressive offering opportunities by utilizing my skills which escalates myself as an individual and the company profile.

**WORK EXPERIENCE**

* **Axis Bank Ltd. 26thJune 2018 - 12Aug 2019**

**Key Responsibilities:-**

* Key working areas which i was handling in operations such as Teller, Front desk, Customer handling, Customer query.
* Here I used to get leads from the bank to pitch the banking products to the customer.

Products like CASA, Fixed deposit, Credit card, Personal loan.

* Acquisition of new customers through the existing leads and delivers the sales presentation

to customer.

* Collect the feedback from the market and update right record of customer on CRM.
* Fix the appointment with customer through phone calls and maintain long term relationship

with the customer to maximize revenue generation and lead closure.

**INTERNSHIP**

* **Nestle India Ltd. June 2017 - July 2017**

**Key Responsibilities:-**

* During the training I have been exposed to various operations like Transfer Loss, Auditing, VAT.

**EDUCATION**

* **MBA** from Amity University Rajasthan (2016-2018).
* **BBA** from Galgotias University (2013-2016).
* **12th** from CBSE in 2013.
* **10th** from CBSE in 2011.

**SKILLS**

* Computer: MS office, Excel, Tally
* Social media marketing
* Sales & Marketing, CRM

**COURSES**

* Certificate of achievement for successful completion of The Fundamentals of Digital Marketing from **Google Digital Unlocked** on 12-May-2020

**ACHIEVEMENTS**

* Got certificate for managed data, ensuring timely update in CRM technologies and

Come up with new idea that improved things.

* Participated in teaching basic driving rule in **HEROMOTO CORP**.
* Appointed as a **Liaising Officer** in **5th Rajasthan Science Congress Conference** conducted in Amity University Rajasthan.
* Secured 2nd position in **Copper Badminton League** organized in Jhunjhunu, khetri, Rajasthan.
* Successfully completed six days **Military Training Camp** in Amity University.

**WORK SHOP ATTENDED**

* How to make **Business Plan** conducted in Amity Universityon September 2017.
* Basic learning of **Stata Software.**

**PERSONAL DETAILS**

**Name :** Pankaj Sharma

**Father’s Name :** Laxman Sharma

**Date of Birth :** 17th December, 1995

**Languages known :** English, Hindi

**Interests :** Listening to music, Playing volley ball

**DECLARATION**

The above information is true and complete to the best of my knowledge and belief.

**-Pankaj Sharma**