

SAURABH KUMAR

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OBJECTIVE

To work in an environment that encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

EXPERIENCE

Home First Finance Company India Ltd.

Feb 2023 - Aug 2023

Relationship Manager

Ujjain MP

- Built strong relationships with clients and helped them with their finances..
- Successfully contributed to sales initiatives, consistently exceeding targets by leveraging expertise in sales techniques and product knowledge.
- Made sure to evaluate customer credit properly, making wise lending decisions.
- Skillfully managed collections, resolving overdue accounts while keeping customers happy.
- Played a key part in growing the business by spotting new opportunities and forming strategic partnerships.

PolicyBazaar.

Aug 2024

Associate Sales Consultant

Gurugram

- Role: Assist customers in buying various financial products, focusing on insurance policies, over the phone.

PROJECTS

Simon Game([Github](#))

This game application was developed using Html, CSS, and Javascript.

This game boosts our memory power and learning power also

TECHNICAL SKILLS

- Languages: JavaScript, HTML, CSS
- OS Experience: Mac (Personal), Windows
- **Development tools**-(Visual Studio code And Github)

EDUCATION

Bachelor's in Computer Science and Engineering,

August 2019 - June 2023

Shri Ram Institute of Science and Technology (CGPA of 8.65).

Jabalpur, India

Higher Secondary,

2017 - 2019

Patel College

Sasaram,India

Senior Secondary

2015 - 2017

ABR Foundation School (CGPA of 8.8)

Sasaram,India

SOFT SKILLS

- **Excellent Communication and interpersonal skills**
- **Leadership and teamwork**
- **Convincing Power**
- **Fast learning skills and Time Management**

CO-CURRICULAR

- IOT Workshop (API MODEL) IIITDM , Jabalpur.
- SQL certified from hacker rank.
- **HOBBIES-** Carrom, Trading, Travelling.