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| Curriculum Vitae |
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| **Cover Note** |
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| ***Please accept the enclosed resume as my application for your sales position. I am applying because I believe I meet all the essential criteria for the role, and strongly feel that I can make an effective and useful contribution to your companies marketing operations. I have learned a great deal in my employment and education to date ,including Product Launches, Up -Selling, Client-Management and running Marketing Campaigns, all of which I am eager to put to use on behalf of you and your client. My ability to negotiate with clients, work as a team player and meet deadlines, along with my natural enthusiasm and optimism have all contributed to my success in the sales industry. I am a highly committed, tenacious and resilient self starter who is able to quickly understand a client's needs and to then be able to organize the company’s resources to satisfy their requirements. On a personal level I am open to any situation that is challenging and which tests my abilities, and with my work colleagues. I have a reputation as being a fast learner, who is dependable, organized, and computer savvy. In closing I would like to say that I would very much like to bring my knowledge and experience to work for your company, and I am keen to schedule an interview with you so that we can discuss my application in much more detail. Yours sincerely, Saurav Bose.*** |

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| Curriculum Vitae |
| Name: Saurav Bose  Date of birth: August 01st, 1986  Address:,76-1/A, K.N.C.Road, Flat.No-D, DakshinparaMore, Barasat, Kolkata.  Mobile: (+91)9830863554/ 7890020239  Email: calltosaurav@gmail.com |
| CAREER OBJECTIVE |
| To enhance my working capacities, professional skills, business Efficiencies and to serve my organization in best possible way with sheer determination and commitment. |
| interpersonal skills Learning skills  |  |  | | --- | --- | |  |  | | **Listening**  **Communication**  **Negotiation** | **Probing Technique**  **Data Collection**  **Choice of words** | |
| personal skills Leadership skills  |  |  | | --- | --- | |  |  | | **Effort**  **Cooperation**  **Responsibility**  **Caring** | **Team Oriented**  **Motivating Approach**  **Convincing Ability**  **Planning and Organizing Skills** | |

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| EducationAL QUALIFICATION |
| 2012 [M.B.A-Marketing-61%] [Acharya Institutes, Karnataka]  2010 [B.C.A.-71%] [C.C.S. University, Meerut]  2005 [CLASS 10+02-57%] [C.B.S.E. Board, New Delhi]  2003 [CLASS 10- 59%] [C.B.S.E.Board, New Delhi] ACHIEVEMENTS  * 2011 2st Prize Winner in **International** **Habba Meet,** Bangalore March2011-2012. * 2007 Active Member in **College Council and Welfare Committee** during Graduation Days 2007-2010. * 2001 Actively involved in playing Cricket and regularly played for **Cricket Association Of Bengal(C.A.B.)** |
| Work Experience **2016May and present** **Relationship Manager** **Stockholding Corporation of India Limited**  Client Acquisition, Financial Planning, Selling Demat/Trading Account, Investment in Equities,Shares,Mutual Funds Company Fixed Deposit, Portfolio Management, Acquisition of Institutional Clients and Corporate Tie Up. Selling Business 2 Businesses, Relationship Management and Client Retention. |
| **2015-Oct.- 2016April** **Relationship Manager** **India Info Line Finance Limited**  Financial Planning, Portfolio Management, Need Analysis and Lead Generation, Client Acquisition and Business Development, Selling Life Insurance Products, Health Insurance products, Mutual Funds and S.I.P. Client Retention.  **2014 Dec.-2015 June. Relationship Manager Aviva Life Insurance Company LImited.**  Client Acquisition, Probing Methods and Financial Planning, Investment options and Retirement Planning, Sales of Insurance Products, Servicing and Portfolio Management of existing clients and Client Retention. |
| Interests Listening Music  Playing Cricket.  Travelling. |

SIGNATURE:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ DATED ON:-\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_