# RESUME

**Sanjeev Kumar**

**Gali No-3 near Shiv Mandir Mandwar Road Bharat Vihar Bijnor**

**Mobile No: 7300678488,8218180771 Email: srajput139@gmail.com Skype: sanjeev.kumar3095**

## *CAREER OBJECTIVE:-*

*High skilled bank executive with more than 14 years’ stable and progressive experience. Possess proven personnel, customer service, operations, program and project management skills, as well as diversity in written and verbal communication, leadership, contract negotiation and interpersonal business relationship. Apply excellent critical thinking and problem resolutions skills to all projects undertaken. Employ highest levels of customer service and quality control to daily management practices, to ensure client satisfaction and generate repeat business.*

##### PROFESSIONAL EXPERIENCE

***CURRENTLY WORKING RELIANCE NIPPON LIFE INSURANCE COMPANY LTD AS ARDM***

***Employer: RELIANCE NIPPON LIFE INSURANCE COMPANY LTD Duration:* 2 Jan 2017 to Till Now**

***Designation: A.R.D.M.***

***Achieve growth and hit sales targets by successfully managing the sales team***

***Design and implement a strategic business plan that expands company’s customer base and ensure its strong presence***

***Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs***

***Own recruiting, objectives setting, coaching and performance monitoring of sales representatives***

1 ***YEAR WITH HDFC BANK LTD AS A ASST MANAGER***

***Employer: HDFC BANK LTD Duration:* 11 Jan 2016 to 15-Decm-2016**

***Designation: Asst. MANAGER (PB SALES & Teller) OPRATION & SALES***

 ***Responsible for Cash and Customer transactions Lobby Management***

*Acquisition of new preferred customers, Referrals generated from existing customers*

*Leads generated by branch staff & personal leads, Balances in a/c’s of existing customer*

*Use FD maturity reports to track maturity of HDFC FDs and prevent outflow*

*Sales across all product segments-TPP, Assets, Cards etc*

2 ***YEAR WORKING WITH EXIDE LIFE INSURANCE AS SALES DEVELOPMENT MANAGER (BROCA)***

***Employer: EXIDE LIFE L LTD Duration:* 5 Apr 2013 to 27 Dec 2015**

***Designation: SALES DEVELOPMENT MANAGER (Insurance and broca channel partner)***

***BROCA CHANNEL PARTNER***

***1. IIFL***

***2. AB INSURANCE***

***3. BMA INSURANCES***

***4. ORGEMENT INSURANCE***

***5. NETAMBIT INSURANCE***

***6. BAJAJ CAPITAL***

***MAKING NEW CORPORATE BUSINESS PARTNER***

***GIVE THE TANNING FOR EXCITING ROCKING PARTNER, AWARE ALL NEW PRODUCT***

***MOTIVATE TO DOING BUSINESS PARTNER***

***CONTACT COSTUMER LEAD CREATED BY BUSINESS PARTNER, CHECK ALL KYC***

***PROVIDE ALL SERVICE TO BROCKING PARTNER AND COUSTMER***

 4*YEAR WORKING WITH HDFC BANK LTD AS A TEAM LEADER*

***Employer: HDFC BANK LTD Duration:* 1 Jan 2009 to 31 March 2013**

***Designation: TEAM MANAGER (TEAM HANDLING ………..CASA)***

## *NATURE OF WORKING:-*

***Roles and Responsibilities:***

*Checking all KYC for sources the account by all CSE, Developing, leading and motivating team to archiving our goals and target, Responsible for opening and closing duties,*

*Responsible for achieving revenue targets, gross margins and cost management, Required to plan, forecast and operate within a specified*

*Creating the need for costumer mind, Submit the document to company*

*Self the costumer problem and miss understanding about our company*

## *4 year working with ICICI BANK LTD as a Grade Executive*

***Employer: ICICI BANK LTD, NOIDA Duration:* 5 Sep 2005 to 31 Dec 2008**

***Designation: Executive 1***

## *NATURE OF WORKING:-*

***Roles and Responsibilities:*** *Complete process to install and deinstall an EDC terminal. Prevaluation of an application regarding documents. Creating work flow key with MID & TID generation. Set up in BASE 24. Call log to TVS vendor by creating call ticket no. of EDC machine. Work on FCRM.*

*Handling Customers Queries: Solving all kind of queries related to EDC machines, done by merchants and co-ordination with sales manager of ICICI MERCHANT BANKING (NORTH). Maintain stock of done files, machines & stationary and coordinate with all team having strong conceptual understanding of processes & ability to appreciate the role and implications towards of IT, OPS.*

## *EDUCATTIONAL QUALIFICATION:-*

***Passed high school from U. P. board Allahabad in 1997***

***Passed Intermediate from U.P. board Allahabad in 2000***

## *PROFESSIONAL QUALIFIICATION:-*

***B.B.A Passed from C.C.S. University Meerut in 2003***

***M.B.A. Passed from MEWAR University Ghaziabad in 2004***

***COMPUTER & OTHER SKILLS***

**Proficiency in all Microsoft Office applications, Strong presentation skills**

**Good command of office suite (word processor, spread sheet, presentation software)**

**Good command of photo editing software gained as an amateur photographer**

***STRENGHTS***

|  |  |  |
| --- | --- | --- |
| ***Strategic Management*** |  ***Budget Development & Administration*** |  ***Professional Development*** |
| ***Team Building*** |  ***Relationship Development and Maintenance***  |  ***Operations Management*** |
| ***Leadership*** | ***Program and Project Management*** |  ***Policy Making*** |

***ACHIVEMENT***

***Appreciation certificate by ZSM & RSM (HDFC BANK LTD) and TM (HDFC LIVE) for Life insurance in Nov 2010***

***2 Certificate of Excellence by ZSM & RSM (HDFC BANK) and RM (HDFC LIVE) for Life insurance Feb & March 2012***

## *PERSONAL DETAILS:-*

***Father’s Name : Shri Dinesh Kumar***

***Date of Birth :* 06-07-1983**

***Marital Status : Married***

***SEX : MALE***

***Permanent Address : Street* 03 *Bharat vihar Bijnor (UP) PIN CODE: -* 246701**

## *DECLARATION*

***I hereby declare that all statements made in these curriculum vitae are true, complete and to the best of my***

***Knowledge and belief.***

***DATE…………………***

***PLACE………………… (SANJEEV KUMAR)***