



SAROJ KUMAR NAYAK

At/po=nuaganichhapur via-motto.dist-bhadrak pin-756132
7077345784 | nayaksaroj430@gmail.com

Objective

Dedicated and results-driven professional with Two year of experience in sales and customer relationship management, seeking a challenging Sales role to leverage my skills and contribute to the growth and success of the organization. Highly motivated Sales Associate with Four year of experience in financial services and banking. Proven track record of meeting and exceeding sales targets, excellent communication skills, and a deep understanding of banking products and services. Adept at building and nurturing client relationships to drive revenue growth

Experience

- IndusInd bank limited** 29 AUGUST 2022 - 3 OCTOBER 2024
ACQUISITION MANAGER [CREDIT CARD AND PERSONAL LONE] Worked with IndusInd Bank (Credit card and personal loan) as a ACQUISITION MANAGER (Sales Executive)
 - Credit card sales.
 - Personal loan sales.
 - Meeting with new customer and acquisition of documents for sales product.
 - Team handling and Team Management when sales manager give me permission to do so.
 - Financials product knowledge.
 - Corporate visit for new customer.
 - Corporate sales Activity.
 - Meeting with new customer and convince for Financial product.
 - Take Sales Targets and challenges.
 - Sales of Insurance Product.
 - Act as a bridge between Customer and Bank.
- BAJAJ ALLIANZ LIFE INSURANCE COMPANY LIMITED EXECUTIVE RELATIONSHIP MANAGER**
BAJAJ ALLIANZ LIFE INSURANCE COMPANY LIMITED 11/11/2024 - CONTINUE
EXECUTIVE RELATIONSHIP MANAGER
Currently working with BAJAJ ALLIANZ LIFE INSURANCE COMPANY LIMITED IN INSTITUTIONAL BUSINESS
BANDHAN BANK VERTICAL. DEPARTMENT BANDHAN BANK LIMITED AS EXECUTIVE RELATIONSHIP MANAGER To selling LIFE INSURANCE PRODUCT to BANDHAN BANK LIMITED CUSTOMERS.
Working with BANDHAN BANK LIMITED. •BANCASSURANCE
 - Working with BANDHAN LIMITED to selling LIFE INSURANCE PRODUCT.
 - Institutional Business Bajaj Allianz life Insurance with BANDHAN LIMITED.

Education

- 10 TH BOARD** 2013
BOARD OF SECONDARY EDUCATION OF ODISHA
- +2 COMMERCE** 2015
COUNCIL OF HIGHER SECONDARY EDUCATION ODISHA
- BCOM BACHELOR OF COMMERCE** 2019
CHANDABALI COLLEGE CHANDABALI (FAKIR MOHAN UNIVERSITY BALESORA ODISHA)

Skills

- Sales and Business Development • Customer Relationship Management • Financial Product Knowledge • Market Research and Analysis • Goal Setting and Achievement • Communication and Presentation skills • Team Collaboration • Problem Solving • Banking Product Knowledge • Achieved and exceeded monthly sales targets consistently, resulting in a 15% increase in revenue for the company. • Built and maintained strong relationships with clients by providing personalized financial solutions and excellent customer service. • Collaborated with the product development team to provide feedback on customer preferences and market trends. • Participate in weekly sales meetings to discuss progress, share best practices, and brainstorm new sales approaches. • Assisted in the onboarding and training of new sales team members. • PGDCA POST GRADUATE DIPLOMA IN COMPUTER APPLICATION • Tally Prime • Advance Excel

Achievements & Awards

- AWARDS Best Employee Award in IndusInd Bank Monthly and Quarterly sales contest. Wining Fourth Time Best Employee Award Monthly and Quarterly sales contest.

Interests

- READING BOOKS PLAYING CRICKET TRAVELING COOKING FOOD

Activities

- LEADERSHIP ROLE TAKING CHALLENGES SELF MOTIVATED

Languages

- ENGLISH. HINDI. ODIA