

Shaurabh Sharma

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Objective - Seeking an opportunity to use my customer service and management skills and to improve Client satisfaction.

EXPERIENCE

DATES FROM – DEC 2021- CURRENTLY WORKING

JOB TITLE, MINTIFI FINSERV PRIVATE LIMITED (Area SALES MANAGER)

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products and services
- Create frequent reviews and reports with sales and financial data
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results

DATES FROM – JULY 2018 – DEC 2021

JOB Title, MAHINDRA AND MAHINDRA FINANCE SERVICES LIMITED (SENIOR SALES executive)

- Must be able to give a proper finance menu presentation explaining about the vehicle loan (Four-wheeler and tractors) new and Re-finance
- Produce and submit accurate paperwork for the Loan
- Must be able to create and maintain customer relationships
- Maintain contact with customers via email, phone calls, and regular updates on promotional offers

DATES FROM – APRIL 2017 – JUNE 2018

Job Title, AU small FINANCE Bank (SENIOR SALES EXECUTIVE)

- KYC- documentation Check, Account opening verification and QC (Quality checking) of accounts. Ensuring the guidelines provided by RBI is updated to all team members and adherence to the same
- Minimizing Risk to the bank by publishing effective reporting related with AML and KYC
- Regularly follow up with Audit Teams and ensuring minimum errors caused during Account Opening processes
- To check whether the Cash Transaction Reports (CTRs) or Suspicious Transaction Reports (STRs) are filled by branches wherever required.
- Simplification and enabling excellent process which reduces TAT and helpful in detecting any fraud

DATES FROM – SEPTEMBER 2016 – MARCH 2017

JOB TITLE, FULLERTON CREDIT INDIA (SR. SALES EXECUTIVE)

- Served as primary operations relationship manager for client banks to ensure proper delivery of services and excellent client satisfaction
- Responsible to develop excellent relationship between our valuable customers and bank and to encourage them maintaining good deposits and strengthen the relationship with our bank
- Administration of cash and regular timely closing of cash and retention limit

DATES FROM – SEP 2015 – JULY 2016

JOB TITLE, AU FINANCIERS LTD. PALI (SR. EXECUTIVE)

- SME Mortgage Loan sales
- Marketing & advertising strategies targeting; developing new accounts, bringing more businesses and greater economic support to the city
- Managing front desk and resolving the customer queries through the prior support.

DATES FROM – NOV 2012 – AUGUST 2015

JOB TITLE, ICICI BANK LIMITED (DEVELOPMENT OFFICER)

- Worked in RIBG Farmer Finance
- To Maintain good relationship with customers and to provide services such as (Kisan Credit Card) facility to farmers
- Process the customer application with the accurate information

EDUCATION

2012

CERTIFICATION IN BUSINESS CORRESPONDENT/BUSINESS FACILITATORS, INDIAN INSTITUTE OF BANKING AND FINANCE

2007

B.A., KOTA UNIVERSITY

SKILLS

Good knowledge in computers (MS-Excel)
Flexible with shifts

AWARDS AND ACCOLADES

Participated in many Inter Collage activities
Recognized as the “Farmer Finance Ka Sartaa” in the year 2013
Winner of Shikhar contest of Life Insurance Business in Year 2014
Winner of Zonal Achiever Conclave in Insurance Business in Year 2014
Winner of JOSH-E-J UNNON in Jaipur