



MOHIT KUMAR

ADDRESS:-H.NO. 360 Railway Road
Ganeshpur Roorkee Distt- Haridwar
(UTTARAKHAND)

Mobile No. +91-706-000-7337 ,789-564-3297

Email:- Mohitd797@gmail.com

CAREER OBJECTIVE:

- To pursue challenging career in the field of management and to prepare my self for responsibilities through self –development , personal growth and management abilities so as contribute meaningful towards organizational goals.

PROFESSIONALEXPERIENCE:

- Currently working with **INDIABULLS CONSUMER FINANCE LIMITED (DHANI)**
- LOCATION- SAHARANPUR
- JOB POSITION – **AREA SALES MANAGER**
- PERIOD- JULY 2019 TO MARCH 2020.

RESPONSIBILITIES:-

- Monitoring of sales team in regards to personal loan.
- Preparation of monthly quarterly & yearly reports.
- Reconciliation of all kind of reports.
- Huge knowledge of products and service of company.
- Handling customer queries and providing information as per defined standard.
- Effective redressal of all customers complaints and providing solutions.
- Develop strong customer relationship and retain customers through resolving their complaints and inquiries.

PROFESSIONALEXPERIENCE:

- **AXIS BANK LIMITED**
- LOCATION- ROORKEE
- JOB POSITION – **ASSISTANT SALES MANAGER**
- PERIOD- JAN 2016 TO March 2019.

RESPONSIBILITIES:-

- Monitoring of sales team in regards to loan, account opening general insurance and health insurance team
- Preparation of monthly quarterly & yearly reports.
- Reconciliation of all kind of reports.
- To sourcing banks products (Life Insurance, General Insurance, Saving Account, Current Account, Privilage Account, priority Account, FD, RD, SIP, Credit Card, Mutual Funds Etc)
- Huge knowledge of products and service of bank .
- Handling customer queries and providing information as per defined standard.
- Effective redressal of all customers complaints and providing solutions .
- Follow up escalations and closing them.
- Develop strong customer relationship and retain customers through resolving their complaints and inquiries.
- Educating customers about Bank's other products and services (Cross Selling)

Organization Name:-HERO FINCORP

- JOB POSITION- **MARKETING EXECUTIVE**
- PERIOD- FEB 2015 TO JAN 2016

RESPONSIBILITIES:-

- Responsible of sales & marketing finance sector
- Responsible of make strategy of marketing and sales of two wheelers.
- Data monitoring of sales & finance.

Organization Name:-SHRI RAM CITY UNION FINANCE LTD.

- JOB POSITION- **SALES EXECUTIVE**
- PERIOD- NOV 2011 TO FEB 2015.

RESPONSIBILITIES:-

- Responsible of sales & marketing finance sector
- Responsible of make strategy of marketing and sales of two wheelers.
- Data monitoring of sales & finance.

ACADEMIC QUALIFICATION:-

- B.Sc(Computer Science) From HNB GARHWAL UNIVERSITY SHRINAGAR (UTTARAKHAND) in 2012.
- 12th passed PCM in UTTARAKHAND BOARD (BSM INTER COLLEGE ROORKEE)- in 2009.
- 10th passed PCM in UTTARAKHAND BOARD (BSM INTERCOLLEGE ROORKEE)- in 2007.

PROFESSIONAL QUALIFICATION:-

- M.BA. Pursuing in (Finance and Marketing) From Swami Vivekanand Subharti University.

ACCOMPLISHMENTS:

- Circle award winner of sales team, met with **Shikha Sharma – C.E.O. AXIS BANK LTD.**
- **Certified Insurance Regulatory and Development Authority of India(IRDA)**
- **Certified National Institute of Securities Markets(NISM)**

ACHIVEMENT:

- Won national and district level championship of Uttarakhand state tennis ball cricket team.
- Continuous three times winner of half of fame Sales Department, **AXIS BANK LTD.**

STRENGTH:

- Ability to take Responsibility to Communicate with all level of people.
- Immense experience in providing excellent services to customers.
- Excellent knowledge of various financial products and services of bank.
- Ability of achieve or exceed sales targets through selling bank's products.
- Ability to coordinate with customers over phone email and face to face interaction.
- Quick learning, accurate & reliable work.
- Self- Confidence.
- Honest.
- Hardworking.

PERSONAL PROFILE:

Father's Name : Shri. Chandra Pal Dhiman
Date of Birth : 20/05/1992
Nationality : Indian
Marital Status : Single
Sex : Male
Language : Hindi & English
Hobbies : Playing Cricket, listening to music and
Traveling to new places.

AIM OF LIFE:-

- To create new dimensions and horizon in my professional field to be a successful person.

DECLARATION:

- ✓ I certify that the above statement made by me are true and correct to the best of my knowledge.

Date:

Place:

(MOHIT KUMAR)