**Sahil Kumar**

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**Career Objective:**

Secure a promising & challenging position in a corporate sector that offers a good opportunity for my growth along with the organizational growth.

**Educational Qualification:**

* Pursing Post Graduate Diploma in Banking & Finance from Institute of Management Studies (YMCA).
* Graduate from Indian Institute of Planning and Management (IIPM) (Mahatma Gandhi University) in 2014.
* 12th Passed from CBSE, Delhi-S. B. D.A.V Public School in 2011.
* 10th Passed from CBSE, Delhi-DTEA SR Secondary School in 2008.
* AMFI & IRDA Certified in 2018.

**Work Experience:**

* Has joined as a **Branch sales manager in retail branch banking of AU Small Finance bank** in February 2021. Sourcing new acquisition of current accounts and saving account’s, personal loans, business loans, cross sell, life insurance, general insurance and mutual funds, also handling team of six members and sourcing business through them.
* Has joined as a **Branch sales manager in retail branch banking of HDFC bank** in June 2019. Sourcing new acquisition of current accounts and saving account’s, personal loans, business loans, cross sell, life insurance, general insurance and mutual funds, also handling team of Bso's and Cso's and sourcing business through them.
* Was working with **HDFC Bank as a relationship manager** since28th September 2017 to present standing(premium acquisition)**–** Acquire high value saving, Current accounts, Cross sell life insurance, mutual funds, general insurance, home loans, credit cards, debit cards handling a total book size of 30 CRS with an annual appreciation of 40% in the book value.
* Was working with **Indusind Bank as an associate relationship manager** since11th July 2016 to 18th July 2017(premium acquisition)**–** Acquire high value saving, Current accounts, Cross sell life insurance, mutual funds, general insurance, home loans, credit cards, debit cards.
* Was working with **HDFC Life as a Sales Development Manager** since July 2015 to June 2016
* Was working for **Tata** **Motors passenger vehicles unit Dhingra motors** as a sales executive for 12 months.

**Achievements:**

* Awarded with trophy of appreciation for qualification to the health insurance contest in March 2021.
* Awarded with certificate of appreciation for qualification to the **General Insurance** contest in December 2019
* Awarded with certificate of appreciation for qualification to the ***Bulls Run*** contest in May 2018
* Awarded **“fast and furious drive”** award for achieving the sales target in the month September 2015.
* Awarded **“Zero to hero”** award for achieving the sales target in the month of September 2015.
* Awarded **“Lakhpati Contest winner”** for achieving the sales target in the month of September 2015.
* Tata motors nominated as a **zest champion** in August 2014.
* Qualified twice in “**Power of 10**” contest in month of November 2016
* Qualified twice in “**Mutual Fund drive**” contest in month of December 2016 and February 2017
* Qualified twice in “**Debit card drive**” contest in month of January 2017 and February 2017
* Qualified in “**Champions of Champions in credit card**” contest in month February 2017

**Extra-Curricular Activities**:

* Participated in Miss & Mr. Delhi - 2010

**Key Skills**

* Fluent in English

**Strengths:**

* Good Communication Skills.
* Good at practical approach.
* Ability to adjust to a changing environment.
* Instant reaction to work.
* Team Player

**Personal Profile:**

**Date of birth** : 12-09-1991

**Father’s Name** : Mr. Ashok Kumar

**Nationality** : Indian

**Languages known** : Hindi and English

**E-mail** : sahilkumar3003@gmail.com

Declaration:

I hereby declare that all the information mentioned above is true to the best of my knowledge.

Date:

Place: **(Sahil Kumar)**