Curriculum Vitae

NIGAMANANDA MISHRA

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**Email: nigamanandam540@gmail.com**

 

***Committed to a high level of customer service to build trust & enhance sales***

* Well qualified professional with proven expertise in Relationship Management, Sales & Marketing,and Team Building and Leadership.
* Highly motivated to learn & grow as part of the organization. Seek innovative ways of doing business

challenging myself to be better than yesterday.

**Profile summary**

**CORE STRENGTHS**

* Building and maintaining long-term loyal business relationships
* Team building and managing people
* Sales process, planning and implementation
* Strong Networking
* Effective communication and negotiation skills
* Focus on selling solutions rather than just products

**PROFESSIONAL PROFILE**

**Currently working with IndusInd Bank:- February 2018 - till date
 Sales officer - Corporate Salary Team, Bangalore**

* Acquisition & empanelment of corporates for Employee salary relationship**.**
* Acquiring 250+ Salary relationships a month from Existing corporates.
* **Generating revenue through cross sell of various products like CC, HI, PL etc.**
* **Ensure salary credit to acquired accounts on monthly basis.**
* Conduct corporate activities and setup helpdesks for product cross sell at company premises.
* **Activating corporates on Indus direct platform to facilitate online salary uploads.**

 **Previously worked with ICICI Bank(Morden Business Sloutions): 28-sep-2015 to 31-Jan-2018 Sales Excutive**

* Maintaining and increasing sales of your company's products.
* Reaching the targets and goals set for your area.
* Allocating areas to sales representatives.
* Collecting Branch feedback and Insurance visit.
* Developing sales strategies and setting targets of area branches.
* Reporting to senior managers.
* Keeping up to date with products and support increasing business allocate to my area branch.

STRENGTH

* **Hardworking nature**
* **Positive thinking**

**EDUCATIONAL QUALIFICATIONS**

* MBA in HR & IT from Punjab Technical University Baripada with 60%.
* P.G.D.C.A from Globotech Computer Academy Baripada with 85%.
* Bachelor of Arts from North Orissa University Baripada with 52.81%.
* Intermediate in Arts from Baripada College Baripada with 45.04%.
* B.S.E from M.K.C High School Baripada with 40.44%.

#  Technical Skills

* **Operating system** : Windows family
* **Application**s : MS-Office
* **Tools known** : Basics in Computer.

**INTERESTS & HOBBIES**

* **Travelling –** Explored North, South, and East India extensively.
* **Sports –** cricket

**Personal Details:**

Name : Nigamananda Mishra

Father’s Name : Ajit Kumar Mishra

Date of Birth : 19.04.1989

Nationality : Indian

Languages Known : English,Hindi,Oriya.

**Declaration**

 I hereby assure that all the above information is true to the best of my knowledge and belief.

Place: Bangalore [**Nigamananda Mishra**]

Date: