**SHASHANK AGARWAL**

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**Seeking career assignments, with a growth oriented organisation where I may contribute my knowledge, skill set and leadership abilities.**

**Summary**

* A competent professional with 5+ years of experience in ;
* Conventional Marketing
* Managing Financial Portfolios for HNIs
* Team Management
* Business Development
* Direct Sales
* Strong problem solving and decision making skills
* Specialized in developing and maintaining corporate networks

**Academic Credentials**

* **Post Graduate Program in Management** from IBS Business School, Gurugram in 2014, secured 5.60 CGPA.
* **Bachelors of Business Administration** from CSJM University, in 2012, secured 59%
* **SSC** from C.B.S.E. Board in 2009, secured 53%
* **HSC** from C.B.S.E. Board in 2007, secured 64%

**CURRENT ORGANIZATION (Sept’19 till Date): HDFC BANK**

**DESIGNATION : PREFERRED RELATIONSHIP MANAGER**

**KRA’s**

* Responsible for handling a financial portfolio of 200+ HNWs and providing those best in class banking services.
* Responsible for generating the revenue for the bank by Upselling to the existing clients and generating new leads as well.
* Responsible for new acquisition of customers to portfolio/deepening their banking relationship with the bank.
* Retention of the customers by providing the best possible services and being the dedicated point of contact for these customers.
* Responsible for on-boarding new corporates and being One-stop solution for financial needs of their employees.

**LAST ORGANIZATION (Feb’15 Sept’19): HSBC BANK**

**DESIGNATION : MANAGER**

**KRA’s**

* Responsible for initiating & maintaining the Client relationship for active card sourcing /Personal Loans
* Responsible for identifying and acquiring corporate for conducting activities.
* Responsible for dealing with KDMs of the company and maintaining the relationship for future business.
* Responsible for regular guidance and training of the subordinates.
* Responsible for carrying out the business as per the norms & ensuring no deviation to the process.
* Responsible for customer service by improving the service level & brand image.
* Responsible for achieving the monthly target of the specified no. of card accounts and personal loan disbursal.

**FIRST ORGANIZATION (April’14 TO Nov’14): INDUSIND BANK**

**DESIGNATION : AQUISITION MANAGER**

**KRA’s**

* Responsible for direct sales of credit cards.
* Team handling and team motivation.
* Responsible for executing Marketing activities at different companies.
* Responsible for customer service by maintaining the business relations with the customer.
* Identify opportunities & generate sales opportunities through Database deals and Corporate/Bulk tie ups

**Achievements:**

* Won the Best Performance award in “Mega Start Contest” held in Q1 2018 and casted myself amongst the Top 15 PAN INDIA RMs.
* Won Dainamo Award in Q3 2017 at HSBC.
* Won Best Performer for keeping up to the leadership principle “Get great result the right way” in Q1 2017.
* Best Performer award for Q2 2016.
* Trivia Award in April 2016.
* Dainamo Award in December 2015 at HSBC.
* Member of Corporate Relations Core Committee at IBS-G.
* Member of the cultural club in graduation.
* Member of the social service committee at school.

**Academic Projects**

***Summer Internship***

Title : Sales And Distribution through Conventional Methods

Company : Radiant InfoSolutions Pvt. Ltd.

Period : 14 Weeks

**Project Synopsis**

* For my project I’ve worked in two department i.e. Marketing & Sales.
* In marketing department, I did Offline Marketing in which I created and maintained a database of SMEs and Architects and then I approached them through methods like Tele-Calling, Mass-Mailing.
* In Sales department, I did Direct Sales, in which we targeted `Educational Sector of Delhi NCR and corporates in South Delhi

**IT Skills**

Well versed with the concepts of MS Office, Internet Applications and mostly used on-job software like Salesforce, Flex Cube, Lotus Notes, etc.

**Personal Details**

Father’s Name :Mr.Shrawan Kumar Agarwal

Date of Birth : 4th May 1990

Gender : Male

Marital Status : Married

Languages Known : Hindi,English

Permanent Address : 2A/190-A Azad Nagar,Kanpur-208002

Postal Address : Flat No. 501, Tower-1, Taksila Heights, Sector-37C,

Gurugram, Haryana - 122001

(SHASHANK AGARWAL)