

NIKKI

Email:- pnikki009@gmail.com

Correspondence Add: -F-266, STREET NO 84, MAHAVIR
ENCLAVE III UTTAM NAGAR NEW DELHI 110059

Mobile: +91-9999065396, 8750555367

SYNOPSIS

- ▶ **1 Year** experience in **CAPITAL FIRST PVT. LTD.** as Finance Executive.
- ▶ **Over 2 years** of experience in **Banking Sector.**
- ▶ **2018 TO 2020 associated with ICICI BANK Ltd. as Sales Officer.**
- ▶ **Currently working in IDFC BANK as an Sr. BO (Senior Bank Officer).**

- ▶ An effective communicator with excellent relationship building & interpersonal skills.
- ▶ A keen planner and strategists with experience of handling the entire operations of Sales.

WORK EXPERIENCE

JAN 2018 TO JAN 2020



SALES OFFICER JOB PROFILE:

- Generating, following up and closing leads for Liability Products.
- Acquire new customers of Current and Saving Accounts and to mobilize retail products, with a clear cut focus on right mix of products.
- Create & sustain relationship with Key Customers to ensure their retention and mobilization of deposits from them and to sell fee products to them.
- Ensuring adherence and compliance to Know Your Customer (KYC) guidelines and other processes/policies as laid by the organization from time to time.
- Cross sell insurance and other investment products to generate fee income.
- Cross sell Personal Loan, Business loan, Home loan, Loan against Property, Auto loan, Gold loan, credit card and other loans products to generate fee income
- Achieving Business targets both in terms of Number of Sourcing and Services.
- Achieving insurance target with Cross selling.
- Generate and maintain various sales reports.

Reward

REWARDS/RECOGNITION:-

- ❖ Awarded Master Performer "SAMMAN" of the Entire Delhi NCR Zone.
- ❖ Awarded ZH SELECTE "LEAGUE OF LEGENDS" of the Entire Delhi NCR Zone.

- ❖ Awarded "SUPERSTAR SUMMITS" Business knowledge programme of the Entire Delhi NCR Zone
- ❖ Awarded Master Performer "SAMMAN" of the Entire Delhi NCR Zone
- ❖ Have Achieved top position in Delhi NCR in Liability and Assets Product Sourcing.
- ❖ Awarded Certificate of excellence for significant contribution & Outstanding Performance.

EDUCATIONAL QUALIFICATIONS

- | | |
|---|---|
| <ul style="list-style-type: none"> ❖ Bachelor of Commerce (Hons.)
Delhi University, NEWDELHI ❖ Senior Secondary (XII)
C.B.S.E, New Delhi ❖ Matriculation (X)
C.B.S.E, New Delhi | <p>(2014-2017)</p> <p>(2013)</p> <p>(2011)</p> |
|---|---|

PERSONAL DETAILS

- | | |
|-------------------------------------|-------------------------------|
| • Father's Name | : Mr. Kamlesh |
| • DATE OF BIRTH | : 08-April-1996 |
| • Marital Status | : Unmarried |
| • Languages known | : English & Hindi |
| • Interests & Activities | : Computers, Internet. |

Declaration:

I hereby, declare that the information furnished above is true to the best of my knowledge.

Date:

Place: -----

(Nikki)