



# Akash Sharma

Ex Sr. Account Manager

## Phone

8354956960

## Email

skysharma217@gmail.com

## Address

Gurgaon, Haryana

## Profile Info

Managerial experienced in directing activities of workgroups. Develops strategies, provides training, sets goals, and obtains team feedback. Excellent interpersonal and communication skills. Big picture focus with excellence in communicating goals and vision to succeed. Problem solver, networker, and consensus builder.

## Skills

Team Player

Mentoring

Team Building

Relationship Management

## Interests

Cooking

Playing Chess

Travelling

## Language

English

Hindi

## Experience

### Sr. Account Manager

May 2022 - Dec 2022

#### NoBrokerHood.com

- Responsible for maintaining & Sustaining a long term relationship with every on-boarded apartment owner in a particular geographical region.
- Handling a team of Junior Accounts Managers.
- Educate every client about new plans/ offers as on when raised by Nobroker.com
- Growing the overall revenue portfolio through referral matrix.
- Accountable for handling the whole post sales support and setup.

### Sales Manager

Aug 2021 - Mar 2022

#### Bajaj Finance Ltd.

- Ensure customer satisfaction and resolve customer issues.
- Manage day-to-day performance of sales team.
- Motivate, train, and coach sales staff while applying feedback
- Planning and directing the hiring and training of new Sales.
- Representatives. Managed 12 Employees under My guidance On Role/Off Role in BFL.

### Associate finance service Manager

Mar 2020 - Aug 2021

#### ICICI Prudential Life Insurance Co. Ltd

- Provide on and off field support to branch employees
- Providing need based "Financial planning for customers".
- Acquiring knowledge and developing skills on products and process through E-learning modules.
- Imbibe technology platforms to learn & educate about Financial Plans.

### Loan officer

Mar 2019 - Mar 2020

#### My LoanCare Venture Private Limited

- Established open and professional relationships with team members to achieve quick resolutions for various issues.
- Coordinated weekly meetings for internal and external groups.
- Maintaining daily Log-in, Sanction & disbursement MIS.
- Generating business from online & existing customers & increasing sales growth consistently.

### Associate Sales Consultant

May 2017 - Mar 2019

#### Paisabazaar Marketing and Consulting Private Limited

- Maintain accurate record of interaction with customer satisfaction & retention.
- Contact with mapped clients through daily/weekly calls.
- New client Acquisition & achieve & exceed weekly/monthly sales target.
- Tracking Daily sales calls through daily Sales report.
- Formulate outbound and inbound sales plan to acquire new customers for increasing customer base portfolio.

## Honor Awards

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Team Management Award From NoBrokerHood

Partnership Distribution Yuva award in May month & Protection Mahasangram Shield of Honour From ICICI Prudential

Awarded by Paisabazaar Best Quality business on Telesales with "BLUE STAR

## Educational Qualification

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B.A (Bachelor of art) 2015  
C.S.J.M.U.

Intermediate 2011  
Christ Church Inter Collage,  
Kanpur

High School 2009  
O.E.F. High School, Kanpur

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## PERSONAL DETAILS

Father's Name : Mr. Raj Narayan Sharma

Date of Birth : 07-09-1992

Gender : Male

Nationality : Indian

Marital Status : Married

Language : Hindi & English

Address : MG Road, Gurgaon-122002

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I hereby declare that all the details mentioned above are in accordance with the truth and fact as per knowledge and I hold the responsibility for the correctness of the above mention particulars.

**AKASH SHARMA**

**THANKYOU**