

## RESUME

**NITYA KAUSHIK**  
**A-205, Karan Vihar Rohini,**  
**New Delhi-110085**  
**Mobile: 9212785785**  
**E-Mail: [nityakaushik40759@gmail.com](mailto:nityakaushik40759@gmail.com)**

### **OBJECTIVE**

I look forward to a career where I can use my experience and knowledge to consistently deliver excellent results and make positive contribution to the organization I work for and at the same time achieve significant career growth.

### **PROFILE**

- Effective experience of 13 years Approx
- Combination of Banking.
- Good team management skills.
- Proven ability to achieve the targets

### **PROFESSIONAL EXPERIENCE**

#### **❖ Currently working with Equitas Small Finance Bank ( Period 14th July 2022 to Till Date**

- ❖ **Designation is a: Business Development Manger(Product And Portfolio Proficiency Forte)**
- ❖ Handling Team of fourteen person
- ❖ Generate new business
- ❖ Retaining existing clients waking customers from more business
- ❖ Maintaining all records

#### **❖ YES BANK LTD (Period 06th April2021 to 08<sup>th</sup> July 2022)**

- ❖ **Designation is a: Assistant Manger (Product And Portfolio Proficiency Forte)**
- ❖ Handling Branch customers
- ❖ Generate new business
- ❖ Retaining existing clients waking customers from more business
- ❖ Maintaining all records

#### **❖ AU SMALL FINANCE BANK (Period 04<sup>TH</sup> July 2019 to 24<sup>th</sup> March 2021**

- ❖ **Designation is a: Branch Officer.**
- ❖ Generate new business to achieve defined sales targets.
- ❖ Retaining existing clients waking customers from more business
- ❖ Maintaining all records
- ❖ Handling Branch customers

❖ **AXIS SECURITIES LTD (Period 29th Aug 2018 to 30<sup>th</sup> June 2019)**

❖ **Designation is a: Team Leader.**

- ❖ Handling team of 10 people including 3 telesales representatives
- ❖ Generate new business to achieve defined sales targets.
- ❖ Retaining existing clients waking customers from more business
- ❖ Maintaining all records

❖ **I PROCESS (DST of ICICI BANK LTD) (Period 28th Apr 2017 28th Aug 2018)**

❖ **Designation is a : Senior sales executive Proficiency Forte;**

- ❖ Handling Branch customers
- ❖ Generate new business
- ❖ Retaining existing clients waking customers from more business
- ❖ Maintaining all records

❖ **HBL Global Pvt Ltd (DST of HDFC Bank Ltd) (Period 10th Nov 2007 to 1 Sep 2012)**

❖ **Designation: Territory Manager (Auto loan New Car / Used Car)**

❖ **Proficiency Forte;**

- ❖ Handling team of 10 people including 3 telesales representatives.
- ❖ Generate new business to achieve defined sales targets.
- ❖ Primary role involves handling branches of HDFC Bank ( Delhi ) for New & Used car loans. Handling corporate clients.
- ❖ Visiting dealers in order to increase business by extending latest deals offered by the bank to customers.
- ❖ Facilitate Disbursements & Payments to dealers & clients.
- ❖ Retaining existing clients and develop more business through referrals and networking.
- ❖ Have complete knowledge of the customer base in terms of the profile, demographics & psychographics and assets in the Bank and in other places.

❖ **ACHIEVEMENT:**

- ❖ I was rewarded 2 times by bank for doing insurance with Auto Loan. Achieved more than 100 % YTD target.

❖ **EDUCATION CREDENTIAL**

- ❖ M.B.A. From Karnataka University (Dec 2015)
- ❖ B.A. from Delhi University (Oct 2007)
- ❖ Done course of Secretarial Practice from I.T.I., Delhi.
- ❖ Done M.T. (Medical Transcription) from Info-soft Technology, West Patel Nagar, New Delhi.

❖ **SKILL & COMPETENCIES**

- ❖ Self - motivated and confident.
- ❖ Good team management skills.
- ❖ Ability to manage multiple teams within the organization.

- ❖ Be able to take responsibility and communicate credibly at all levels within the organization.
- ❖ Effectively plan and control development and implementation of new and existing products.

❖ **PERSONAL DETAILS**

- ❖ Date of Birth : 17th February 1985
- ❖ Husband Name: Mr. Rahul Kaushik
- ❖ Marital status : Married
- ❖ Languages Known: English, Hindi and Punjabi
- ❖ Nationality : Indian

**DECLARATION**

I hereby declared that all the above credentials are true of best of my knowledge &References can be furnished on request.

DATE : \_\_\_\_\_

\_\_\_\_\_

PLACE : \_\_\_\_\_

(Nitya Kaushik )