

# Aditya Vankatesh Maurya

✉ [123adivenkimarya@gmail.com](mailto:123adivenkimarya@gmail.com) | [LinkedIn](#) | ☎ +91-8528101017

## SUMMARY

Results-driven BBA graduate with proven expertise in customer service, business development, and revenue generation. Experienced in promoting financial products and leading teams at India Post Payments Bank. Certified in "Career Essentials in Business Analysis" by Microsoft and LinkedIn, with strong skills in data analysis, process improvement, and requirements gathering.

## EXPERIENCE

### Relationship Executive, India Post Payments Bank

Oct, 2023 – Till Now

I gained invaluable hands-on experience in Customer Service, Revenue Generation, Insurance Selling, Onboarding IBC, Documentation, and Leadership. Revenue Generation **through Postman & individual business correspondence (IBC)**. My role is promoting diverse banking products including insurance, account opening services, CELC, and other financial offerings.

## EDUCATION

### Siddharth University, Kapilvastu

Siddharthnagar, Uttar-Pradesh

- Bachelor of Business Administration (CGPA 7.3)

2024

### R.C.C Public School, Basit

Basti, Uttar-Pradesh

- Class XI

2020

### Oxford Public School, Gorakhpur

Gorakhpur, Uttar-Pradesh

- Class X

2018

## CERTIFICATION

### Career Essentials in Business Analysis

Microsoft and LinkedIn, October 2024

- Acquired key business analysis skills, including data-driven decision-making, requirements gathering, and process improvement.
- Gained proficiency in tools and methodologies relevant to business analysis, enhancing analytical and problem-solving capabilities.

## SKILLS

- **Insurance Selling:** Promoting and selling life, health, and accidental insurance products in collaboration with major partners like Bajaj Allianz, SBI Life, Aditya Birla, and Tata AIG.
- **Onboarding:** Skilled in onboarding Individual Business Correspondents (IBC) and customers, ensuring seamless integration and driving engagement.
- **Business analysis:** Analyzing business performance, particularly with banking and insurance products, to optimize operational strategies and increase revenue.
- **Lead Generation:** Strong ability to identify and convert potential clients, driving lead generation efforts across multiple financial and insurance products.
- **Communication:** Effectively communicated with clients about insurance plans from partners like Bajaj Allianz and HDFC loan services, ensuring understanding of product benefits and terms.
- **Problem Solving:** Solved challenges related to IBC onboarding and revenue generation by identifying bottlenecks and implementing process improvements, contributing to smoother business operations.
- **Microsoft Office:** Skilled in using Microsoft Office tools for managing data, creating reports, and making presentations to track performance and forecast outcomes.

## **VOLUNTEER EXPERIENCE**

### **National Service Scheme (NSS) Member**

**2021-2023**

- Active participant in community service initiatives organized by the NSS.
- Collaborated with fellow volunteers to organize and execute events environmental sustainability, social justice.

## **INTERNSHIP**

### **India Post Payments Bank, Intern**

**Jun,2023– Jul,2023**

During my internship, I gained invaluable hands-on experience in customer service, project management, and market analysis. From addressing customer queries and organizing events with local authorities to contributing to lead generation efforts, I demonstrated effective communication and strategic thinking.