

# AMAN SHARMA

ASSISTANT MANAGER

PHONE | (+91) 9599573036

EMAIL | akivyasharma900@gmail.com

LOCATION | New Delhi, INDIA

EXPERIENCE | 2 Years 10 Months

## Key Skills

- Communication Skills
- Presentation Skills
- Convincing Power
- Selling Skills
- Sales Ability
- Business Communication Skills

## Certification

- NISM Mutual Fund Certification (5A)

## Languages

- English

## Extra curricular activities

- Silver Medalist In Delhi State 400m
- Qualified For MDRT ( HDFC Bank)

## Profile Summary

With a proven track record in banking and insurance, I have successfully obtained the NISM certification of mutual fund 5A, showcasing my expertise in the field. My skill set includes proficient core selling abilities and a comprehensive understanding of banking operations. I am adept at leveraging my knowledge to drive sales and provide exceptional customer service.

## Work Experience

### Assistant Manager

HDFC Bank

06/2021 - Present

- Cultivated and nurtured strong relationships with customers to increase awareness of banking products.

- Managed and expanded portfolio by acquiring new customers, resulting in a xx% increase in portfolio value.

- Promoted banking products based on customer relationships, achieving a xx% increase in product sales.

- Guided customers through online processes, enhancing their digital banking experience.

- Addressed customer complaints promptly, resulting in a xx% increase in resolution rate and customer satisfaction.

- Honoured By Health Insurance Certificate
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## **Key Accounts Manager**

Tata AIA Life Insurance

10/2023 - /2024

- Cultivated strong relationships with key accounts, branch staff, and branch manager to drive customer satisfaction and loyalty.

- Proactively followed up on leads through calls and arranged meetings to drive closure, resulting in exceeding branch targets.

- Managed and completed branch targets for customer acquisition and revenue generation.

## **Education**

### **B.Com - Commerce**

2021

Delhi University - Other

### **12th**

2018

CBSE , English

Grade - 70%

### **10th**

2016

CBSE , English

Grade - 70%