PAWAN KUMAR

SDM-CORPORATE

PHONE | (+91) 7317077516

EMAIL | pawansistec9@gmail.com

LOCATION | Gurugram, INDIA

EXPERIENCE | 2 Years 2 Months

Key Skills

- Networking
- Business Development
- Client Relationship Management
- Enterprise Sales
- Strategic Marketing Planning
- Time Management
- CRM
- Critical Thinking
- Analytical Skills
- Problem Solving

Certification

- Sagar Manthan
- Jawa Full Stack Developer

Languages

- English

Social links

- https://www.linkedin.com/in/pawan-kumar-4ab32a227

Profile Summary

Highly organized and reliable Sales Executive with over 2.2 years of experience driving sales performance and developing effective sales strategies. Skilled in developing relationships with customers, working with cross- functional teams, and crafting creative solutions to close deals faster. Proven track record of meeting and exceeding goals. Seeking an opportunity to leverage skills and experience to help a growing company succeed.

Work Experience

SDM-CORPORATE

HDFC Life

09/2024 - Present

Implemented innovative sales strategies resulting in a 25% increase in corporate account acquisitions

Boosted client retention by 30% through personalized financial planning and advisory services

Consistently surpassed sales targets, achieving a 20% revenue growth quarter-on-quarter

Relationship Officer

Axis Bank

08/2023 - 08/2024

Generating new business: Identifying potential clients, developing business, and following up on leads and referrals

Providing financial advice: Conducting financial

assessments to understand clients' needs and risk tolerance, and recommending banking products

Ensuring compliance: Following banking regulations and policies

Maintaining client records: Keeping accurate and up-to-date records of clients and interactions

Providing customer service: Resolving customer issues, providing financial solutions, and ensuring customer satisfaction

Processing transactions: Processing customer transactions and service requests within a defined turnaround time

Introducing banking channels: Introducing customers to alternative banking channels, such as internet banking, mobile banking, and WhatsApp banking

Preparing proposals: Supporting the preparation of proposals, presentations, and pitches for new products and services

Updating KYC information: Updating KYC information and escalating any financial crime compliance concerns

Maintaining internal control standards: Implementing internal and external audit points, and addressing issues
raised by external regulators

Production Engineer

Sanjeev Auto Parts Manufacturers Pvt Ltd

04/2022 - 05/2023

Developing production plans: Collaborating with various teams to create plans for production

Troubleshooting issues: Analyzing production data and resolving problems, such as machinery malfunctions

Improving processes: Identifying areas for improvement and implementing suggestions to enhance system performance

Optimizing production: Applying engineering, technology, and management principles to increase

efficiency and reduce waste

Maintaining safety: Ensuring that safety standards are met in the production environment

Documenting processes: Developing and maintaining documentation for production operations, such as process flowcharts and standard operating procedures

Coordinating schedules: Working with cross-functional teams to ensure that products are deliver ed on time

Education

B.Tech/B.E. - Mechanical
2020

sagar institute of science and technology

Grade - 7.0/10

12th
2014

Uttar Pradesh , English

Grade - 85-89.9%

10th
2012

Uttar Pradesh , English

Grade - 85-89.9%

Projects

Chiller Plant
700 Days

A chiller plant is a project that involves the design, installation, and operation of a central cooling system for a building or group of buildings. The chiller plant typically consists of several components, including chillers, cooling towers, pumps, piping, and control systems. The chillers are the heart of the system and use a refrigerant to absorb heat from the building and transfer it to the cooling tower, where it is dissipated into the atmosphere. The chilled water is then distributed through the building using pumps and piping, providing cooling to the various spaces. The control system monitors and adjusts the operation of the components to ensure optimal

performance and energy efficiency.