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# ABHISHEK SINGH

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New Delhi 110059 | 8130905169 | emabhi556@gmail.com

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## Summary

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Results-driven banking professional with 2+ years of experience. Post Graduate in Marketing & Sales. Seeking an opportunity to leverage sales expertise, marketing knowledge, and interpersonal skills for mutual success in a professional setting.

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## Skills

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- Problem Solving
  - Time Management
  - Customer Service
  - Communication
  - MS Excel
  - MS PowerPoint
  - Flexibility
  - Key account development
  - Rapport and relationship building
  - Service-driven sales
  - Banking
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## Experience

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**Enterprise Sales Specialist - Biller Onboarding** **10/2024 to Current**  
**Plutos One** **Noida**

- Targeted relevant organizations for onboarding onto the Bharat Bill Payment System (BBPS).
- Implemented customized plans addressing biller needs and showcasing platform value
- Oversee new biller's onboarding from initial contact to go-live support
- Maximized BBPS platform engagement to boost earnings
- Collaborated with technical, legal, and operations teams to facilitate smooth biller integration.
- Ensured continual satisfaction by nurturing positive relationships with both new and existing billers
- Assessing biller needs for strategy adjustment

**SALES MANAGER** **08/2024 to 09/2024**  
**HIGHER INDIA PVT LTD** **Dehradun**

- Strategically devised plans to expand customer base and enhance profitability across the industry
- Identify and pursue new business opportunities through prospecting, networking, and relationship building
- Aligned strategies to meet clients' specific needs by thoroughly comprehending their goals.
- Enhanced team efficiency and achieved targets through leadership
- Worked with internal teams to deliver solutions efficiently
- Analyzed market shifts and competitor activities to maintain strategic advantage

**RM – MORTGAGES DEPUTY MANAGER-II** **09/2022 to 08/2023**  
**ICICI BANK LTD** **Delhi**

- Sourced new customers to generate revenue and expand customer base for banking products
- Upheld bank's code of conduct in handling sanctions, disbursals, and post-disbursal activities.
- Increased customer business potential by fostering partnerships among various divisions within the bank
- Cultivated strong relationships with current clients, driving continuous sales growth through cross selling initiatives.
- Successfully attained business goals by ensuring customer acquisition and satisfaction.

**Service Delivery Manager** **07/2022 to 07/2022**  
**Indusind Bank** **New Delhi**

- Responded to customer inquiries and resolved account issues.
- Provided support for loan applications and processed mortgage paperwork.

- Assisted customers with opening new bank accounts.
- Ensured accurate data entry into the banks' computer system.

**CORPORATE SALES OFFICER****06/2021 to 07/2022****HDB Financial (HDFC BANK LTD)****Noida**

- Efficiently sourced quality Corporate clients and maximized Commercial Card business volume through utilization of Internal Channels & external alliance partner.
- Ensured seamless integration of new clients while meeting service level standards.
- Drove revenue growth by providing specialized B2B solutions and managing an extensive portfolio
- Ensured adherence to all regulatory and internal compliance
- Cross sell additional banking products to new clients.

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**Education****MBA (Marketing & Sales)****06/2021**

Amity Business School

Amity University, Noida

**B.A Hons (Political Science)****06/2019**

Amity University

Noida

**12th****05/2016**

Kamal Model Sr Sec School

New Delhi

**10th****05/2014**

MCL Saraswathi Bal Mandir Sr. Sec School

New Delhi