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#### Address

551 2 Govind Nagar  
Dariyapur Sultanpur UP  
India - 228001

## My Education

### Jul,2019 - Jun,2021 PGDM (Marketing)

Indira School Of Business Studies -  
Pune

### May,2015 - Dec,2018 B.Sc. (Mathematics, Physics)

Dr Ram Manohar Lohia Avadh  
University - Ayodhya

### Apr,2012 - May,2014 HSC (Science)

Kendriya Vidyalay - Sultanpur

### Apr,2010 - Jun,2011 SSC (General Science)

Kendriya Vidyalay - Sultanpur

## Work Experience

### Relationship Manager (eRM Channel)

ICICI BANK PVT. LTD. | Sep,2023 - Present

Curent A/c Segment - 360° Banking Services, Products & Casa Management.

Products like-

- Asset/ Retail Product - BLG (OD Limits), Business Loan, Home Loan, Loan Against Property (LAP), Auto Loan, Commercial Vehicle & Machinery Loan, Bank Guarantee (BG), Jeweller Loan (Gold Loan), CC Limits, Personal Loan etc...
- Banking Application/ Connecting Services - Insta-Bizz, Connecting banking, Bizz pay 360°, API, I-mobile, QR Codes, VPA Activation, Corporate/Net Banking, Bank Plug-in etc...
- In Investment - SIP, General Insurance, Health Plans, Term Plans, LI, etc...
- Other Products Like - Credit Card, Business Credit Card, Demat A/c, Forex Locker Facility, Family Banking etc...

### Business Development

Byju's - Think & Learn | Feb,2022 - Mar,2022

K-12 Segment - JEE Advance/Mains, Neet & Olympiads

- Working with the Business Development team
- Cold calling and e-mail marketing
- B2B, B2C, lead generation
- Ensure daily connectivity and targets
- Contact customers on phone call and fix meeting schedules
- Taking meetings on Video Calls with parents and students



## Dhananjay Pandey

Customer Relationship and  
Investment Advisor

## Personal Info.

Date of Birth : 25,Mar,1996

Gender : Male

Marital Status: Unmarried

Nationality : Bhartiya

## Career Objective

Experienced and self-motivated person bringing valuable industry experience and a passion for management. Results oriented, focused and have a good track record of working collaboratively with team members to achieve goals. Experienced in the sales and marketing field, always ready to work at different designation, field, ready to accept and facing all challenges I love to work in different fields, profile and out of box and always ready to learn new things and portfolio

- Generate revenue for organisation

#### Research Segment

- Managing new opportunities and business ideas for growth
- K 12 segment better opportunities & growth areas
- Analysis areas of growth for the K 12 segment
- JEE Advanced & NEET - working on loop holes
- Working with K 12 faculties for better growth and opportunities in their area.

### Summer Internship Program

**Aditya Birla Capital** | May,2020 - Jul,2020

- Working in the Health Insurance Sector with the sales team
- Cold calling, Generate leads and market research
- Research on health insurance and company portfolio
- Research on customer perception toward health insurance sector.

## My Projects

### A study on the impact of COVID-19 on Health Insurance sector

- The project is based on how the Indian health insurance industry is performing and what the risks are and return on Investment.
- The importance of this project was to get practical experience in the insurance sector.
- The main objective of the project was:
  - To Study the current Scenario of the Indian Health Insurance Industry.
  - To test the financial efficiency and profitability position of the customers.
- Project Purpose and Experience
  - Know the customer behaviour and perception towards any industry in market
  - Able to know customer needs, demand, wants towards any industry and their solutions
  - Industries and customer behaviour, demand and want towards each other

This project was completed under the guidance of :  
Prof. Parmeshwar Yadav  
([parmeshwar.yadav@indiraisbs.ac.in](mailto:parmeshwar.yadav@indiraisbs.ac.in))  
(Indira School Of Business Studies - Pune)

## My Certifications

2024  
**NISM-SERIES-V-A**  
**NISM**

## Portfolio

### Linkedin

<https://linkedin.com/in/https://linkedin.com/in/dhananjay-pandey-786b11a3>

## My Skills

Windows, MS Office (Word, Power-point Excel)	<div style="width: 80%;"></div>
Mathematical and Logical Reasoning	<div style="width: 95%;"></div>
Marketing Management, Business Development, Market Research & Analysis	<div style="width: 75%;"></div>
Teamwork, Quick Learner	<div style="width: 90%;"></div>
Banking Products and ethicates, Virtual Relationship Management	<div style="width: 85%;"></div>
B2C, B2B, Sales, Advertising Sales, Digital Marketing	<div style="width: 90%;"></div>
Mutual Fund	<div style="width: 70%;"></div>
Tele calling, E-mail Marketing	<div style="width: 95%;"></div>

## My Languages

Hindi	<div style="width: 95%;"></div>
English	<div style="width: 95%;"></div>
Awadhi	<div style="width: 95%;"></div>

## Interests

- Cricket, Football
- Traveling, Adventure, Bike Riding
- Logical Reasoning

2020

**Sales Force CRM**

Besant Technologies - Pune

2019

**PGDCA (Computer Certification)**

Guru Kripa Computer Centre - Unnao

2018

**Tally 2.0 NIELIT**

NIELIT

2013

**Course On Computer Concepts (CCC) I**

NIELIT

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- Interested to know different cultures & geography