**CURRICULUM VITAE**

**Arjun S. Lakhani**

**Contact +91 95 37 54 30 21**

[**arjun\_lakhani92@yahoo.com**](mailto:arjun_lakhani92@yahoo.com)

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**Objectives :**

Looking for Challenging Career where there is scope for Demonstration, Thrive on imagination & passion, Sets level & standards that Exceed Expectation, Bottom line rises with organization,

**A Learner For Life**.

**Formal Education:**

* **S.S.C year2006- 2007 from Saint Xavier’s high school Jamnagar.**
* **H.S.C year 2008-2009 from Saint Xavier’s high school Jamnagar.**
* **B.com Graduate year 2011-2013 from Dr C V Raman University.**

**Work History:**

* **2016 Apollo Munich Health Insurance Company.**

**Designation –Agency Development Manager (Nov2016-Feb2017)**

**Job Description:**

* Sales of Health Insurance products through Agency vertical.
* Managing /Motivating A Team of 9 Advisors.
* Securing Health for clients and their families.
* **2017 DHFL Pramerica Life Insurance Company.**

**Designation –Agency Development Manager (Feb2017-June2018)**

**Job Description:**

* Sales of Life Insurance products through Agency vertical.
* Managing /Motivating A Team of Advisors.
* Securing Health for clients and their families.

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* **2018 Aditya Birla Health Insurance Company.**

**Designation – Sales Manager (June2018-Feb2019)**

**Job Description:**

* Sales of Health Insurance products through HDFC Branch Banking Vertical.
* Develop client base and maintain relation with them.
* Identify Need & select new Clients from market by networking.

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* **2019 HDFC Bank Ltd.**

**Designation – Personal Banker(May2019-April 2021)**

**Designation – Current Accunt Relationship Manager(April2021-July 2022)**

**Job Description:**

* Key Account Manager was Managing Classic/Preferred/CARM Portfolio of HNI Clients with Bank.
* Acquiring new CASA accounts and Increase Book Value and also do TPP Products.
* Identify Need & onboard new Clients from market by networking and within portfolio.

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* **2022 DCB Bank Ltd.**

**Designation – Sr.Relationship Manager(Aug2022-Feb2023)**

**Job Description:**

* Key Account Manager was Managing Portfolio of HNI Clients with Bank.
* Acquiring new CASA accounts and Increase Book Value and also do TPP Products.
* Identify Need & onboard new Clients from market by networking and within portfolio.

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* **2023 Bandhan Bank Ltd.**

**Designation – Affluent Relationship Manager (Feb2023-July 2023)**

**Job Description:**

* Key Account Manager was Managing Elite Portfolio of HNI Clients with Bank.
* Acquiring new CASA accounts and Increase Book Value and also do TPP Products.
* Identify Need & onboard new Clients from market by networking and within portfolio.

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* **2023 ICICI Bank Ltd.**

**Designation – Affluent Relationship Manager (Aug2023-till time)**

**Job Description:**

* Key Account Manager was Managing Wealth Portfolio of HNI Clients with Bank.
* Acquiring new CASA accounts and Increase Book Value and also do TPP Products.
* Identify Need & onboard new Clients from market by networking and within portfolio

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* **A Business Development Profile.**
  + New Client Acquisition
  + Pitching Clients about The Company.
  + Bringing New Business for The Company.
  + Build Up Relationship & organizing activity for with New Clients.
  + Clients Co-Ordination / Communication

**Skills:**

* + Have a good accurate typing speed
  + Have good English-language skills both verbal and written
  + Capable of working under pressure and meet deadlines as scheduled with quality in work.
  + Capable of taking care of customer services activities and also front office management.

**Computer**

Basic /MS Office/ Software Operator/ Power Point.

**Certification**

AMFI/IRDA

**Language:**

* English US (Read ,Write , Speak)
* Gujarati (Read ,Write , Speak)
* Hindi (Read ,Write , Speak)

**Communication Details:**

**Address:- “SurShilp”, 272/6, Madhuram Residency-1,**

**B/H-Vinayak Park,**

**Rameshwarnagar,**

**Jamnagar, Gujarat**

**361008**

**D.O.B:- 11th Feb 1992**

**CELL:- +91 95375-43021**

**EMAIL:-** [**arjun\_lakhani92@yahoo.com**](mailto:arjun_lakhani92@yahoo.com)

**Declaration:**

Experienced Financial Manager with a demonstrated history in Insurance Industry, Skilled in Customer services, Sales /Business development & strong finance professional with a focus in Business/Commerce

**Yours Sincerely,**

**(Arjun Lakhani)**