|  |  |  |
| --- | --- | --- |
| **ANJUM PASHA**  **:+918792669687**  **:pasha8smg@gmail.com** Correspondence Address: Anjum Pasha  S/O Late Abdul Sadiq  #44 Bapuji Nagar 7th  Anjum Manzil  Shivamogga- 577204 Personal Data: Date of Birth : 28August, 1991  Nationality : Indian  Marital Status : Married  Gender : Male Languages Known: English, Kannada, Hindi,Urdu  **Computer Skills**  Windows, MS-Office,Msexcel,Tally,SPSS | CAREER FOCUS  ” To be in a strategic position in a progressive organisation, by inculcating newer skills, techniques, resulting in high productivity and there-by to promote the purposes of my job and growth of the organization”   |  | | --- | | ACADEMIC RECORD |   ●MBA in Finance and Marketing at Sahyadri Arts and commerce College Shivamogga  ●BBM Completed in Dr. Ambedkar College Shivamogga  ●PUC Completed in Shri Vinayaka independent College Shivamogga   * SSLC Completed in Tunga High School Shivamogga   INDUSTRY EXPERIENCE:   * Worked as **“** **Quality Annalist and Team Leader** in **Udgeetha Global Solutions** at Shivamogga for **1.6 Years**.   Date of joining 04-Dec-2015 To 29-Jun-2017  **Role & Responsibilities:**   * + Quality Cheking Data Entry   + Bringing Business from all the corporate companies.   + Giving best service to the Vendors and generating the Encashments.   + Having good relationship with entire US Based Insurance Companys   + Everyday end of the work updating the schedules in to the portal.   + Once in Quarter arranging the Employees Meeting and Entertaining them and taking reviews from them.   + Build good Environament with Employees |

* Worked as **“Carporete Agency Manager (On Role)”** in **HDFC Life insurance ShimogaVijay Bank (Off Role) Banca Chanel 0.3 Years**

Date of joining 05-Nov-2018 To 22-Jan-2019

**Role & Responsibilities:**

* Establish and achieve sales targets and promote various banking service to customers.
* Develop and maintain effective relationship with business contacts and industries
* Coordinate with team members and ensure customer satisfaction and provide require information.
* Assist customers with all banking services and Insurance products.
* Send To Daily Sales Reports Time to Time
* Maintain exceptional knowledge on various banking and loan products and associate policies and procedures.
* Worked as **“Assitant Manager Sales (On Role) Equitas Small Finance Bank Shimoga (3 Years)**

Date of joining 11-Feb-2019 To 28-Feb-2022

**Role & Responsibilities:**

* Establish and achieve sales targets and promote various banking service to customers.
* Maintain effective relationship with customer analyze requirements and recommend appropriate product and initiate growth of bank.
* Develop and maintain effective relationship with business contacts and industries.
* Evaluate flows of deals and provide support to various business banking processes.
* Analyze prospective customer for loan and determine appropriate candidate.
* Coordinate with team members and ensure customer satisfaction and provide require information.
* Assist customers with all banking services and loan products.
* Maintain exceptional knowledge on various banking and loan products and associate policies and procedures.
* Assist partners in managing cash for various operations.
* Determine marketing programs for essential segments.
* Analyze and monitor all banking activities of competitor.
* Handling The Team
* Taken The Commitment Track The data Of Employees
* Send To Daily Sales Reports Time to Time

**Certificates and Award's**

* Certify achieve target in Health Insurance Contest Qualified
* Certify Covid-19 achieved in Contest
* Qualified Go GOA Contest
* **Working in Axis Bank as a assistant Manager (on role)**

Date of Joining 16 Jan 2024

COMPETENCY SKILLS

* Energetic and possess presentable personality.
* Good communication and interpersonal skills.
* Open to learn new things.

SOFTWARES

* Finware
* Flexcube
* Oracle R 12

DECLARATION

Thanks for your kind attention for scrolling down through my resume & I hereby declare that the information furnished above is true to the best of my knowledge.

DATE:

PLACE:Shimoga (ANJUM PASHA)