

# **CURRICULUM – VITAE**

## **PERSONAL PROFILE**

**NAME** :RAJESH KUMAR SHARMA  
**ADDRESS** :MIG 05 NEHRU ENCLAVE , SHAMSHABAD ROAD , AGRA  
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## **CAREER OBJECTIVE**

To be a part of professionally managed organization and to place all my abilities and skill constant.

## **WORKING EXPERIENCE**

- Worked as a "Sales Officer" in ICICI BANK (Sadar Bazar Agra) from 5<sup>th</sup> May 2013 to 22 Sep. 2015.
- Working as a "Clint Relationship Partner" in YES BANK(Agra) from 23<sup>rd</sup> sep 2015 to 28 May, 2017.
- Working as a "Relationship Manager" in Thirumeni Finance Pvt. Ltd. (Varthana) Agra from 29 May 2017 to 30Jan 2020.
- Working as a "Agency Development Manager " in Max Life Insurance Ltd. Agra from 04 Feb 2020 to 06 Jul 2020.
- Working as a "Sr. Sales manager" in Pramerica Life Insurance Ltd. Agra from 05 Jul, 2021 to till date.

## **JOB DESCRIPTION**

- Involved in marketing of third party distributions like INSURANCE, MUTUAL FUNDS.
- Increase the flow of trade finance through new client acquisition and costumer servicing.
- To enhance business by maintaining relationship with existing customers. •Handling queries regarding TPD product.

## **KEY RESPONSIBILTIES**

- I have to ensure quality current accounts lead generation for the Branch.
- I have to ensure quality corporate payroll & saving accounts leads generation for the branch.
- I have to conduct the Marketing and Promotional activities •I am responsible for maintaining timely and appropriate MIS.
- To explore new area for business development.

## KEY RESPONSIBILITIES OF BUSINESS DEVELOPMENT EXECUTIVE

- Sales of Assets & Liabilities products of Bank.
- To assist in sales of other fee based services of the Bank.

## EDUCATIONAL QUALIFICATION

- B.Sc Passed from Dr. B.R. Ambedkar University Agra in Year 2009
- Intermediate (commerce) from U.P. Board, Agra in Year 2006.
- High School from U.P. Board, Agra in Year 2004.

## HOBBIES & INTEREST

- Listening Music.
- Playing Cricket.

## PERSONAL PROFILE

Father name	: Late Shri Bhagvan Das Sharma
Gender	: Male
D.o.b.	: 20.10.1988
Marital Status	: Married
Nationality	: Indian
Languages	: Hindi & English

**Date:**

**Place:**

**(Rajesh Kumar Sharma)**