

CURRICULAM VITAE

ANKIT SHARMA

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CAREER OBJECTIVE: To be associated with a professionally managed growing company, accept all the challenges and assignments with great responsibility and accomplish them with utmost sincerity by well co-ordinated teamwork.

ACADEMIC QULIFICATION:

Examination	University / Board	Year
M.B.A. Finance	Integral University	2022
B.C.A.	Integral University	2012
Intermediate	U.P. Board	2008
High School	C.B.S.E. Board	2006

EXPERIENCE :

Paxcom India Pvt. Ltd. (Apr 2023 to Nov 2023)

Business Development Executive

- Build relationships with prospective clients
- Supports and maintains POS system computers
- Maintain consistent contact with existing clients
- Manage sales pipeline
- Analyze market and establish competitive advantages
- Track metrics to ensure targets are hit

Lissun (Mindeye Solutions Pvt Ltd) (Mar 2022 to Feb 2023)

Business Development Executive

- Identify partnership opportunities with Clinis, Hospitals and Rehab Center
- Develop new relationships in an effort to grow business and help company expand
- Maintain and expand client database within your assigned territory
- Attend meeting, sales events and trainings to keep abreast of the latest developments
- Think critically when planning to assure project success

HDFC Life (Feb 2019 to Nov 2020)

Sales Development Manager

- Establishing & strengthening relationship with Bank branch manager & staffs to gain leads
- Prospecting & meeting walk in customers of the Bank and conducting Quick Need Analysis
- Increasing bank's customer awareness about Life Insurance products and achieve the targeted penetration on cross sell within the branch's customer base.
- Creating awareness and motivate bank employee store commend life insurance products to bank customers
- Ensure compliance to internal sales process & other defined sales & service standards

Aditya Birla Sun Life Insurance Company Ltd, (Jul 2017 to Feb 2019)

Agency Partner

- Sales of Life Insurance policies of through agency model
- Recruit, train agents and generate business through them in the assigned territory.
- Responsible for licensing and tracking activation of the same regularly.
- To meet agents, Lead Providers, intermediaries on a regular basis and maintaining records of the same in a planned manner.

Agmotex Fabrics Pvt. Ltd. (Aug 2014 to Jun 2017)

Back Office Executive

- Performing basic admin duties including printing, sending emails, and ordering office supplies.
- Assisting and coordinating with the manufacturing team.
- Performing basic admin duties including printing, sending emails, and ordering office supplies.
- Generating E-Way Bill, GST Bill and MIS reporting.

PERSONAL PARTICULARS:

Date of Birth	:	1 st Feb 1991
Father's Name	:	Mr. Rakesh Sharma
Gender	:	Male
Marital Status	:	Married
Languages known	:	Hindi & English Good learner and listener
Hobbies	:	Travelling, Reading & Listening music
Strength	:	Hardworking and capability to learn new things

I hereby declare that above statement are true to the best of my knowledge and belief.

Date:

Place:

(ANKIT SHARMA)