



# Rahul Neb

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Badarpur, New Delhi

## OBJECTIVE

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Innovative Relationship Manager focused on developing strategic business opportunities by delivering exemplary service to each client's individual needs. Strong and decisive leader with excellent analytical, organizational, team building and planning skills. Maintains an uncompromising focus on high quality standards and bottom-line profit improvement. Effective technical and communication abilities.

## EXPERIENCE

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Sept  
2023 -  
Dec 2023

- **Innovative Project Management Services Pvt. Ltd.**  
Relationship Manager
  - Interpret and communicate the researched and explored projects to the local stakeholders & discuss projects, services and convince the potential clients.
  - Research and identify the best possible project concepts for the Civil Society Organizations keeping resource opportunities in mind.
  - Plan, organize and coordinate the sales and marketing activities within the organization to meet the agreed target.
  - Accomplish marketing and organization mission by completing related results as needed.

July  
2022 -  
August  
2023

- **ICICI Bank**  
Relationship Manager
  - Coordinate with product teams, credit & operations teams to ensure a smooth flow of the business.
  - Mentor and guide the sales team to meet the organization requirements.
  - Analyze business trends and sales figures to formulate new strategies.
  - Initiate innovative promotional schemes to enhance visibility of Personal Loans in bank branches. Recommend modifications to current product and processes.
  - Create and drive alternate channels for Sales along with the regular channels.

Jan 2022  
- June  
2022

- **IndiaMART**  
Client Service Executive
  - Penetrate all targeted accounts and originate upselling opportunities for the companies products and services.
  - Responsible to set up and deliver sales presentations, Services demonstration on daily basis.
  - Responsible for client retention per client revenue optimization and renewals.
  - To ensure systematic follow up with the client organization to take the sales pitch to time-bound closer.
  - Achievement of monthly, quarterly and yearly business plan.

## EDUCATION

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2020-22

- **MBA in Marketing and International Business**  
Galgotia Institute of Management & Technology  
A+

2016-19

- **Bachelor of Arts**  
Delhi University

2014-16

- **Senior Secondary Education**  
Ashok Memorial Public School  
A

## SKILLS

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MS Office

100%

Active Listening Skills

100%

Sales Strategies

80%

Business Development

80%

Negotiation

80%

Decision Making

100%

Teamwork

100%

Objection Handling

80%

## PROJECTS

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- **SCRUMAA WASH BAG**

It's a pocket-sized device for washing clothes anytime and anywhere. It's a travel camping essential and representation of people who lead an active & always on the go lifestyle. Inside the bag there are hundreds of scrubbing fibres which helps to remove the dirt from clothes and the bag is made up of 40 denier nylon fabric coating with polyurethane. Mostly the targeted people are working class, Single, Hikers, Hostellers, Backpackers, Campers, Military personnel, etc.

## INTERESTS

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- Volunteering
- Basketball
- Participating in social activities
- Internet Surfing

## ACTIVITIES

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- Elected Coordinator during MBA.
- Watching Documentaries and Sports over the weekends.

## LANGUAGES

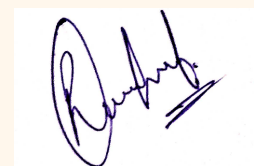
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- English
- Hindi

## CERTIFICATIONS

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- Application Software Programme (Tally 5.4, 7.2, 9.0 & ERP.9)
- Alison certificate in Effective Sales Skills
- Certificate in International Business and Trade.



RAHUL NEB