

# **RESUME**

**Deepak KumarSharma**

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**Bara Ayma Near C.P.School Ward No. 31, Nimpura, Kharagpur,**

**Dist-West Midnapore -721304 West Bengal.**

## **Objective**

- To associate with organization which dynamically gives me a chance to prove my knowledge and enhance my skills in the state of management.
- To transform my knowledge into skills and specification in a specific area of organization that offers challenges and personal growth
- To achieve and sustain excellence in the field of Finance

## **Education Summary**

CLASS/ COURSE	INSTITUTION/ SCHOOL	BOARD/ UNIVERSITY	YEAR OF PASSING
M.B.A & P.G.P.M(Finance)	INTERNATIONAL SCHOOL OF MANAGEMENT SCIENCES	BHARATHIYAR UNIVERSITY(KA)	2013
B.B.M(Finance)	TSR & TBK DEGREE& PG COLLEGE	ANDHRA UNIVERSITY	2011
12 <sup>th</sup>	S.E.RLY.BOYS.H.S.SCHOOL	WBCHSE	2008
10 <sup>th</sup>	S.E.RLY.MIXED.HIGH SCHOOL	WBBSE	2005

## **Project & Internship**

**Project Name1** - A Report on Ratio & Analysis of Orange Tours & Travels Co.

Organization - ORANGE TOUR & TRAVEL CO., Bangalore

Duration - 45 Days

Role - Trainee

Scope - To get the Practical FinancialAspects of an Organization

Description - The Project involved the Ratio Analysis Activity

## **Training**

I had training in Met Life Insurance Co. from 6<sup>th</sup>June to 18<sup>th</sup>July 2010.

## Experience

### ➤ SALES EXECUTIVE

HBL GLOBAL LTD

10/07/2014 to 11/07/2016

- Working as a sales executive.
- Work on branch banking in hdfc bank where sales only credit card to most preferred customer.

### ➤ BUSINESS DEVELOPMENT EXECUTIVE

AXIS BANK LTD From 29/07/2016 to 20/04/2017

- Working as business development executive role as defined
  - 1 - saving account
  - 2 - current account
  - 3 - health policy
  - 4 - life insurance
  - 5 - demat account

### ➤ RELATIONSHIP EXECUTIVE

SHRIRAM TRANSPORT FINANCE COMPANY LTD, KHARAGPUR, WB

Working Experience From 28/06/2017 to 30/12/2022

- Working as a Senior Relationship Executive in B2C business model, my job comprises of the followings.
- Accusation of potential customers for products like – Commercial / Private vehicle loan (New/Used), Life Insurance, General Insurance, Recurring Deposit and Fixed Deposit.
- Field Inspection, Vehicle Inspection and Disbursement of Loans.
- Resolving Queries and providing the essential post sale services if needed.
- Portfolio Management and Recovery management.

### ➤ ANAND RATHI SHARE AND STOCK BROKERS LTD

Currently working in

- Working as a Assistant manager post & Department relationship manager Broking, Nun Broking, AUM, Mutual Fund, MLD, Life Insurance, Motor Insurance, Future Perfect Insurance, SIP and F\$O

## Computer skills

- Microsoft Dynamics ERP software
- M.S.Office : Microsoft Word, Excel, PowerPoint etc
- Operating Systems : Microsoft Windows XP/Vista/7/8

### Personal Skills

- Good Communication Skills
- Team Work
- Well-developed Organizational Behavior and Interpersonal Skills
- Leadership Quality and Beliefs

### Strength

- Punctuality & Dedication towards work
- Positive Attitude
- Flexibility and Accountability
- Competence and Adaptability

### Interest and Hobbies

- Interacting with people
- Playing Games
- Traveling
- Like reading books
- Listening music

### Personal Profile

**Name** : Deepak Kumar Sharma  
**Father's Name** : Sri Prakash  
**Mother's Name** : Nirmala Devi  
**Nationality** : Indian  
**Languages Known** : English,Hindi,Bengali, Oriya, Dutch.  
**Date of Birth** : 9<sup>th</sup> March 1989  
**Marital Status** : **Married**

### Declaration

I hereby declare that the information furnished above is true to the best of my knowledge.

**Place:**

**Date:**

**Deepak Kumar Sharma**