

To,
The HR/Concerned Person,

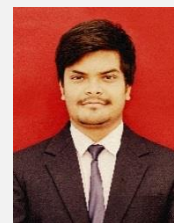
It is both my pleasure and honor in forwarding my profile to your esteemed organization for the role of esteemed position. From the dual specialization of Marketing and HR during my Post Graduate Diploma in Management course, I have chosen marketing & sales as my career due to the interest that I developed in the field of sales and marketing, as it has given me a solid background to carry out idea development and marketing based projects to provide relative solutions as well as motivation to achieve targets. My primary goal was to generate revenues through a variety of marketing and sales tactics which got successful in raising interest and interaction with potential clients and closing the sale.

*My educational background and work experience at **IDFC First Bank Limited** have also helped me in nurturing my sales skills at a grass root level. Furthermore, I have been commended for my orientation towards correctness and detailed work commitment and have the ability to perform all my tasks in a time efficient manner. Team work, observation skills and communication are some of the attributes that I have developed which shall help me to give productive output for your organization. I believe that these qualities are apt to provide with the value that this role is looking for.*

I am eager to contribute my enthusiasm and skills to your organization and would greatly appreciate the opportunity to work with and learn from you and your talented team. Working for your distinguished organization shall not only be a learning opportunity for me but also the culture you have grown within shall accelerate my capacity to perform better and more efficiently. Please refer to my resume for further details regarding my skills, qualifications and my work experience.

Kindly reach out to me at your convenience.

Regards,
Avinash Sharma



Avinash Sharma

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Career Objective:

To seek challenging avenues where my knowledge and experience matches with the organization's growth and generation of revenue. To grow my career with an organization that will utilize my management, supervision & administrative skills to benefit mutual growth and success. Seek to work in an environment that will challenge me further; while allowing me to contribute to the continued growth and success of the organization. I am looking forward to help company gain some new heights.

Skills:

- Teamwork and Interpersonal skills
- Proficient in MS Office
- Strong communication
- Hardware & software knowledge
- Aggressive
- Learning attitude
- Go getter attitude

Education Qualification:

Year	Degree	University/Institute
(2016-2018)	PGDM (Marketing and HR)	Kirloskar Institute Of Advanced Management Studies, Pune/Harihar
(2012-2015)	BA English (Hons)	Vinoba Bhave University, Dhanbad.
(2012-2014)	Diploma In information technology	NIIT, Kolkata
(2010-2012)	Intermediate (Commerce)	D.A.V Public School, HCL, Rupnarainpur.

Work Experience: Kolkata, India

Languages Known:

- English, Hindi and Bengali

Role: Deputy Manager /Territory Manager (Business Loan) June 2018- Present

Responsibilities:

- Managing CBM and guiding them how to achieve business sales target and bring add on to my business volume.

Key Takeaways:

- Manage people and solve day to day conflict that CBM faces and providing them best solution out.

Role: Assistant manager (MT) (Business Loan) June 2018- 2019

Responsibilities:

- Building and managing 5 direct channels for sourcing business that includes lead generation, meeting customers and lead conversion.
- Managing after sales service of the existing client.
- Providing best suitable solution for the clients according to the financial.

Key Takeaways:

- Analyzing the credit worthiness of customers by understanding their net disposable income, average bank balance, CIBIL report.
- Appreciation for achieving 200% business in a month in each quarter.

Courses and Academic

Projects:

- Course on Banking and Financial Services from FLIP (Initiatives Learning India Pvt. Ltd).
- Project on marketing strategy on Fashion brands

Hobbies:

- Playing Cricket, Reading books & Learning about New Technologies