

# CURRICULUM VITAE

H.NO- 1912/34 NEW VIJAY NAGAR  
ROHTAK (HARYANA)-124001.  
MOB. NO: 8588847478 (M)  
EMAIL: [neerajgauroxford@gmail.com](mailto:neerajgauroxford@gmail.com)

## NEERAJ

---

### **OBJECTIVE:**

I have with me a rich experience of more than Eight+ years in Business Development, with adequate knowledge of Planning Launching & Promotion of new Products, developing and creating new strategies for Sales & Marketing, Recruitment, Training & development of manpower. With my ability to work effectively in high-pressure environment, I have been able to deliver results that have led to the growth of all the companies I have been working with. Management and managing growth in all respects is something which comes to me naturally.

### **WORKING EXPERIENCE:**

As a Branch Head in Indusind Bank Ltd. (March 2024 to till Date)

#### **The basic responsibilities involve:**

- Handling Team of Relationship Manager.
- Teaching and Guide them to Product and Policy.
- Market Activity to Generate New Business.
- Channel and Connector Visit for queries and New Files.
- Maintain MIS and update data on CRM.
- Found New channels like connector and DSA's
- Generate leads from Assigned branches and Channels.
- Hiring new team Member from Market.
- Complete Login and Disbursement process in.

**As a Cluster Business Head in Hinduja Housing Finance Ltd. (June 2023 to Feb 2024 Date)**

**The basic responsibilities involve:**

- **Handling Team of 10-12 Employees.**
- **Teaching and Guide them to Product and Policy.**
- **Market Activity to Generate New Business.**
- **Channel and Connector Visit for queries and New Files.**
- **Maintain MIS and update data on CRM.**
- **Found New channels like connector and DSA's**
- **Generate leads from Assigned branches and Channels.**
- **Complete Login and Disbursement process in ERP Software.**

**As a Relationship Manager in Shubham Housing Development Finance Company Ltd. (from Oct 2021 to June 2023)**

**The basic responsibilities involve:**

- **Market Activity to Generate New Business.**
- **Channel and Connector Visit for queries and New Files.**
- **Maintain MIS and update data on CRM.**
- **Found New channels like connector**
- **Generate leads from Assigned branches and Channels.**
- **Collect required documents and make file in sequence then handover to credit for further process.**
- **Complete Disbursement Kit with Property Documents.**

**As a Senior Sales Officer in Piramal Capital & Housing Finance Ltd. (from Jan 2021 to Oct 2021)**

**The basic responsibilities involve:**

- **Market Activity to Generate New Business.**
- **Channel and Connector Visit for queries and New Files.**
- **Maintain MIS and update data on CRM.**
- **Found New channels like connector**
- **Generate leads from Assigned branches and Channels.**
- **Collect required documents and make file in sequence then handover to credit for further process.**

- **Complete Disbursement Kit with Property Documents.**

**As Sales Officer in AU Small Finance Bank (from Feb 2020 to Jan 2021)**

**The basic responsibilities involve:**

- **Handling customers visited in Branch or channels.**
- **Maintain MIS and update data on CRM.**
- **Found New channels like connector**
- **Generate leads from Assigned branches and Channels.**
- **To present activity to new Business.**
- **Collect required documents and make file in sequence then handover to credit for further process.**

**As Senior Sales Officer in AXIS SECURITIES LTD. (from june 2016 to march 2019)  
and As a Team Leader in QUESS CORP LTD. (from april 2019 to till date)  
(In Both working for Axis Bank Ltd. Education Loan Department)**

**The basic responsibilities involve:**

- **Handling customers visited in Branch or channels.**
  - **Maintain MIS and update data on CRM.**
  - **Found New channels like consultant, colleges and institutions for growing business.**
  - **Handling customer quiry and Resolving them in good Spirit.**
  - **Generate leads from Assigned branches and Channels.**
  - **Handle leads provide from Digital channel and update the same.**
  - **To present seminars and activity to new Business.**
- Collect required documents and make file in sequence then handover to credit for further process.**

**ACADEMIC AND PROFESSIONAL QUALIFICATON:**

- **Graduation (Passed) from Delhi University.**
- **12<sup>th</sup> with 1<sup>st</sup> Division from HBSE.**
- **10<sup>th</sup> WITH 1<sup>st</sup> Division from HBSE.**
- **Basic Computer Certification.**

**COMPUTER KNOWLEDGE:**

- **Basic Knowledge of Ms Office.**
- **Knowledge of Internet and E –Mail.**

**PERSONAL PROFILE:**

<b>Father's Name</b>	<b>:</b>	<b>Sh. Dalpat</b>
<b>Date of Birth</b>	<b>:</b>	<b>6<sup>th</sup> Sep 1987</b>
<b>Nationality</b>	<b>:</b>	<b>Indian</b>
<b>Married status</b>	<b>:</b>	<b>Married</b>
<b>Sex</b>	<b>:</b>	<b>Male</b>
<b>Language</b>	<b>:</b>	<b>Hin, Eng</b>
<b>Hobbies</b>	<b>:</b>	<b>Meeting with Different Kinds of people.</b>

**Date:**

**Place: Rohtak**

**(NEERAJ KUMAR)**