



Shubham Sharma

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Professional Experience

ICICI BANK LTD

05/23 - present

Relationship Manager For Personal Loan And Business Loan.

Currently handling DSA channel for personal loan and business loan at Indore location.

Visiting DSA for emerging relationship and business expansion.

Experienced in Personal loan.

Experienced in Business loan in GST, AUDIT FINANCIALS, BANKING, ABB TO EMI surrogate.

ICICI BANK LTD

02/21 - 04/23

Relationship Manager For Credit Card

Worked as a Relationship Manager in Cards department.

Handled team of 13 executives.

Territory size_ 15 branches.

Creating and publishing executive wise and branch wise Productivity MIS as per given targets.

Connecting with existing customers to cross sell them different products to increase the revenue of bank.

Edelweiss Tokio Life Insurance Ltd

03/20 - 06/20

Finance Advisor

To provide best services to customers on the basis of their portfolio to enhance the profit margin by providing best investment plans in Insurance sector.

Managing existing customers in CRM and updating them regarding new and upcoming product of company.

Generating leads with the help of existing customers and data calling.

Future Group Of Big Bazaar

12/19 - 02/20

Sales Executive

Handling customers and maintaining the lobbies, providing the daily sales report to reported authority, assisting sales team to managing store inventories.

Education

Prestige Institute Of Management And Research

01/19 - 01/21

MBA In Finance - 72.40%

Vikram University

01/15 - 01/18

BBA - 70.75%

Oxford Junior College

01/15 - 12/15

12th - 59.8%

Achievements And Regards

- Awarded three times in a year by Regional Head for : Consistent performance in Business, and Topping in MP.

Key Skills

- Team Building
- Team Management
- Relationship Building
- Communication Skills

Interests

- Editorial writing
- Meditation
- Music