

ASHUTOSH SHARMA

DEPUTY MANAGER, ICICI BANK

Seeking to work in an environment that will challenge me further; while allowing me to contribute to the continued growth and success of the organization. Obtain a position that will provide me the ability to apply my sales and work experience to a growing Organization. Looking forward to work with an Organisation which promotes quality products and services; and provides me with the opportunity to meet and exceed assigned sales goals. Consultative selling approach coupled with the energy and drive as an individual contributor with minimal supervision or team selling environment.

Experience

2019-01 - MIS MANAGER

present *ICICI BANK*

- Coordination with the Regional Head and follow up with sales team to demand the payment due from dealers and the mode of recovery of the loan overdue by the dealer.
- Preparing and compiling reports on dealer funding by ICICI Bank which includes overdue reports, overdrawn, renewal pending, tenure update, sanction details, standard data request, slow credit and peak amount amongst many others.
- Assisting third party auditors by analyzing the audit bills and getting approval from higher authority and ensuring timely payment.
- As a team member, follow up with the other member of the team if the work is up to date and ensure there is quality of work.
- Examine the quarterly Dealer Funding Reports in order to assist Zonal Credit Manager, ICICI Bank.
- Preparing monthly presentation for Chief Manager, reportable to Deputy General Manager.

2018-07 - CHANNEL SALES MANAGER

2018-10 *VRESORTS*

- Promote the VResorts brands by strong marketing activities in defined region.
- Build and maintain key relationships with potential and current travel partners/travel agents.
- Ensure proper visibility of Resorts within the concerned market to increase brand recall.

2017-04 - SALES INTERN

2017-06 *INDIAN TOBACCO COMPANY (ITC)*

Worked in FMCG sector, fulfilling the role of a sales intern by analyzing and doing a comparative study on Beverage Segment. Valuable information was obtained through various consumers and retail outlets including kirana stores. Relevant information was also obtained for competing beverage brands, namely Pepsi and Dabur.

2014-12 - BANKING INTERN

2015-01 *INDIAN OVERSEAS BANK*

Managed Credit Department and Savings Bank Department by opening various Loan Accounts and Saving Bank Accounts and also assisted Branch Manager in daily functioning of the Branch.

Personal Info

Address

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(WEST)

Phone

+919205398049

E-mail

94sharmaashutosh@gmail.com

Date of birth

1994-04-25

LinkedIn

<https://www.linkedin.com/in/ashutoshsharma-pgdm/>

Skills

Pivot Tables

Ms Excel

Ms PowerPoint

Ms Word

Time Management

Leadership

Interpersonal Skill

Education

2016-07 - **Birla Institute of Management Technology, Greater Noida**

2018-06 Post-Graduation Diploma in Management, specialization in Marketing.

Project 1: Various Campaigns and Advertisements used by Shoe Industry.
January 2017 (1 Month).

Project 2: Industrial Report on CEAT Tyres, National Stock Exchange, Multi-Commodity Exchange.

Project 3: Report on Innovative Marketing Ideas for Restaurants.

2012-08 - **Delhi College of Arts and Commerce, Delhi University**

2015-05 Bachelor of Commerce.

2010 - **Bal Bharati Public School, Pitampura**

2012 12th Standard, Commerce with Maths

2010 **Rosary Senior Secondary School**

10th Standard

Extra-Curricular Activities

1st position in the Intra College Cricket League 2017

*Interdepartmental College Tournament Cricket and Basketball,
BIMTECH 2016*

Inter College Tournament, Delhi University (D.C.A.C)

*1st Runner up Zonal Cricket Tournament organised by Directorate of
Education, Govt. of NCT*

*1st runner up inter zonal cricket tournament (under -19) organised by
Govt. of NCT 2012*

Certificates

Entry Certificate in Business Analysis – IIBA

Lean Six Sigma Green Belt Certified – KPMG

Interests

NBA Basketball

Cricket

Science-Fiction