

ANKIT YADAV

SALES MANAGER



CONTACT

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- ✉️ ankyadav7777@yahoo.co
m
- 📍 C-167, Harihar Nagar,
Indira Nagar, Lucknow

SKILLS

- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking
- Quick Learner
- MS Excel
- Python
- MS SQL

LANGUAGES

- English
- Hindi

CERTIFICATIONS

- Excel Skills for Business
- Corporate Finance
- Trading Basics
- Designing Dashboard with Tableau



PROFILE

Detail-oriented and results-driven professional with over 2.5 years of experience in the Banking industry, specializing in analyzing market trends, customer data, and sales performance to drive business decisions and identify growth opportunities complimented with a background in software development. Seeking to leverage strong analytical skills, market knowledge, and problem-solving abilities to transition into an Analyst role and contribute to data-driven decision-making processes to support effective anti-money laundering (AML) and fraud prevention strategies.



WORK EXPERIENCE

ICICI Prudential Life Insurance

2021 - 2024

- Assisted in the implementation and monitoring of compliance processes related to regulatory requirements and KYC standards.
- Conducted detailed market research to identify customer trends and product gaps, improving target market outreach.
- Performed detailed reviews of customer profiles, identifying potential risk factors and ensuring all documentation was accurate and up to date.
- Managed large datasets to track sales performance, identify key trends, and report weekly insights to senior management.
- Supported the sales team in daily operations, ensuring timely communication and effective customer relationship management.
- Collaborated with cross-functional teams to align sales strategies with broader business goals, resulting in an increase in customer retention
- Worked closely with internal operations and underwriting teams to ensure smooth operations and customer satisfaction.
- Led a team of sales representatives, achieving a 15% annual increase in sales revenue through effective sales strategies and coaching.



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WORK EXPERIENCE

Eknous Technology Solutions 2017 - 2018

- Developed and maintained web applications using Python and Django, with a focus on creating scalable and secure systems.
- Designed and optimized SQL databases, ensuring data integrity and performance for the company's internal systems.
- Used Python to automate repetitive tasks and streamline internal workflows, significantly improving operational efficiency.
- Worked within an agile development team to design, test, and deploy new features, while maintaining a focus on meeting deadlines and client requirements.



INTERNSHIP

Cashpor Micro Credit, Varanasi 2020

Project Title: Process of lending for Cashpor Micro Credit

- Acquired knowledge about the working and day to day activities of a Micro Finance Institution.
- Studied the process of lending for the firm and suggested ways for improvement.
- Developed an Understanding about the concept of Financial Inclusion and the journey of financial inclusion in India.
- Analyzed the progress of Financial Inclusion in India.



EDUCATION

Master of Business Administration, Finance 2019 - 2021

Institute of Management Studies | BHU

CGPA: 7.83

Bachelor of Technology in Computer Science & Engineering 2011-2015

Faculty of Engineering & Technology | Jodhpur
National University