

## PERSONAL

✉ **Email**  
pk8221086212@gmail.com

☎ **Mobile**  
(+91) 8221086212

## KEY SKILLS

Sales and marketing

Team leadership

Target Achievement

Customer Relationship Management

Business Development

Documents Verification and KYC

Cross-Selling Strategies

## OTHER PERSONAL DETAILS

**City** Charkhi Dadri  
Haryana

**Country** INDIA

## LANGUAGES

- English
- Hindi

# Pankaj

## EDUCATION

2023 **Graduation (B.A)**  
Glocal University, Saharanpur

2020 **12<sup>th</sup>**

2014 **10<sup>th</sup>**

## WORK EXPERIENCE

8 Mar 2021 –  
17 Sep 2021

Junior Relationship Officer  
**AXIS SECURITIES s SALES**

LAP Department (Loan Against Property)

Customer Handling

File Login

Branch Banking

8 Apr 2022 –  
30 Jan 2024

Sales Officer  
**BAJAJ FINSERVE**

Team handling.

customer visit, customer documents verification, communication skills.

KYC Card Activation and Open marketing sales, self sourcing calling.

EMI cards, Health Cards and QR codes uploads.

Consistently exceeded monthly targets and played a key role in team success.

Demonstrated outstanding leadership, resulting in being recognized as the top performer within the Gurgaon team From April 2022 to January 2024 .

Successfully achieved monthly targets for card protection plans, EMI cards, and lead generation.

Contributed to cross-sale initiatives, promoting additional products.

13 Aug  
2024 –  
12 Apr  
2025



Fos Executive

**IDBI Capital (Teamlease Service Limited)**

Branch Banking

Demate Account open and Handling

Customer support

15  
May2025-  
Till Date



**AU SMALL FINANCE BANK**

Assistant Manager

Sales Department