



Jitesh Shrivastava

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Skill Highlights

- Strong decision maker
- Complex problem solver
- Service-focused
- Life Insurance
- Banking Sales
- Casa
- Retail Liability
- Cross Sale
- Point Of Sales
- Banking Sales
- Direct sales

Languages

- ENGLISH
- HINDI

Summary

8 years as a SALES EXPERT specializing in direct sales. Experienced with all stages of the development cycle for dynamic performance associated in sales and target. Well-versed programming languages including HTML5, AutoCAD, JavaScript. Strong background in Sales management and customer relations.

Experience

ACQUISITION MANAGER

08/2017-05/2022

UJJIVAN SMALL FINANCE BANK

- To acquire customers for Current Account, Savings Account Products of the bank
- To achieve and deepen business volume and numbers
- To cross-sell TPP like Insurance, Gold, Locker, FD, Asset Products

SENIOR EXECUTIVE

08/2015-05/2017

ICICI BANK

- To formulate and execute strategy for the territory and business planning
- Accountable for setting monthly, quarterly and annual targets for the team (Front lines Sales) to ensure the targeted market growth.
- Selection and appointment of distributors.
- Accountable to increase margin by reviewing and monitoring products mix and price realization

Education

Bachelor of Engineering- Civil - 2015

MATS UNIVERSITY INDIA

Certifications

- AutoCAD, Finacle, MS-Excel, MS-Project, Hydrologic Modeling System

Honors and Awards

- Best performer of the year Award in credit card (Icici bank ltd-2016)
- Pan India top 2ND position in CASA/TPP(Ujjivan small finance bank-2022)

References

References available on request