NEHA KUMARI

DEPUTY MANAGER

Email: nehasingh1527@gmail.com
LinkendIn: https://www.linkedin.co/in/neha-singh-b10785149/
Phone: +91-7070613515
Address: K-Block, Kalkaji, New Delhi - 110019, India

PROFILE

Detail-oriented Deputy Manager with 1 year of experience in banking. Top-tier skills in business and operations management. Analytical problem solver and critical thinker with remarkable decision-making and multitasking abilities. Excellent interpersonal and communication skills. Dynamic and having a deep ability to achieve the desired results in a fast-paced.

KEY SKILLS

- Business Development
- Customer Relationship
- Decision Making Capabilities
- Sales Growth
- Financial Management
- Negotiation
- Operations Management
- KPI Management
- Financial analysis and Reporting
- Customer Service
- Market Research
- Data Mining and Visualization
- Revenue Generation

TECHNICAL SKILLS

- Tools: Tableau, MS Office
- Languages: Python
- OS: Windows
- Database: MongoDB

ACHIEVEMENTS

- Ace Performer (*May'20*)
- Got special rating for revenue generation & Business development (*May'20*)
- Qualified for the digital premier contest (*April'20*)

CERTIFICATIONS

- Six Sigma Principles
- I banker- ICICI Bank Limited
- Digital Marketing
- SQL - MySQL for Data Analytics and Business Intelligence,
- Data Science, Deep Learning, & Machine Learning with Python

SEMINARS / VOLUNTEERING

- Lead and managed the Computer Literacy program for underprivileged and destitute students.
- Key collaborator while hosting EICTSD 2018 – Digital transformation initiative (ICT)

PROFESSIONAL EXPERIENCE

Deputy Manager
ICICI Bank Ltd, Pune, Maharashtra
Oct '19 - Oct '20

- Maintaining the existing client relationships and identify new business opportunities.
- Maintain good relationships with clients so that the business can maximize the value of those relationships.
- Identify key contacts at potential client companies to establish and foster relationships.
- Understand the problems and challenges of clients and identify ways the business could better address those needs.
- Grow the business by identifying new sales and business development opportunities.
- Seek opportunities to cross-sell or upsell to existing clients.
- Monitor and assess the activities of our competitors to proactively satisfy and retain our clients.
- Provide excellent service to maintain a positive reputation for the business, resolve any customer complaints promptly and professionally.
- Set revenue targets and develop and execute a strategy to meet them.

Business Development Executive
Premium Learnings System Pvt Ltd, Pune, Maharashtra
Jan '19 - June '19

- Developed and executed strategic initiatives to implement key changes and improvements in business development and sales programs.
- Defined and integrated roles, responsibilities, and processes for the business team and data management organization.
- Planned marketing initiatives and leveraged referral networks to promote business development.
- Developed short-term and long-term sales objectives and strategic plans to meet market needs.
- Conducted research, gathered information from multiple sources, and presented results.

EDUCATION

Post Graduation: SYMBIOSIS International University
- *May '17 - May '19*
- MBA-IT, Data warehousing & Business Intelligence, 6.32 CGPA

Graduation: Magadh University
- *Jun '13 - Jun '16*
- BCA, 69.75%

National Institute of Open Schooling
- *May'11*
- 12th (PCM), 73.2%

Jawahar Navodaya Vidyalaya
- *May '09*
- 10th, 76.4%