

# Krishnakant Pathak

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## OBJECTIVE

To blend subject expertise, market knowledge and relationship skills to attain professional excellence and actively contribute to the success of a progressive organization. I am looking for an opportunity where where I can balance priorities, increase productivity through detailed analysis towards the growth of the organization

## SUMMARY

- Analytical, problem solving and organizational skills with ability to interact with individuals at all the levels.
- Ability to implement business needs with technology and can thrive in high pressure environment.
- Possess excellent communication and relationship management skills with proven abilities in exceeding business targets/responsibilities consistently across assignments and thereby adding to higher level of growth.

## EXPERIENCE

### CARE Ratings Limited

#### **Business Development Executive** (Nov 2016 to till now)

- Relationship Meetings with CA & Banks.
- Hunting Large and Medium Enterprise business.
- Handling LME & SME clients of Tri-city, Himachal as well.
- Out Reach Activity with banker and company promoters.
- Developing Healthy Relation with Large corporate/Company.
- Arranging Knowledge sharing program with our client.
- Annual Surveillance Follow-ups for Fee
- Working in ICRM daily reports and updates.

### Elegance It solution & Recruitment Pvt Ltd

#### **Sales Executive** (Dec 2015 to Sep 2016)

- Client Acquisition.
- Developing Healthy Relation with Client/Company.
- Developing new prospects
- Functional & Operational Responsibilities.
- Developing the strategic Business Plan.
- Target new business & company in our location.
- Meeting with Company Partner, Proprietors.
- Generating New Business for Company.
- Arrange the Client meeting for seniors.

### Reliance Life Insurance Co. Ltd

#### **Data Analyst & Coordinator** (Feb 2013 to Nov 2015)

- Data allocation to runners and telecallers, follow-ups bucketing of data into different categories, renewal collection, LIMRA, HNI data analysis, NC updating Increasing Productivity through runners.
- Retention of renewal client via call or visit & Upselling of new policy & query resolving.
- Allocation of data to all North Region Branch of RLI to their Branch Service Manager.
- Daily Basic Monitoring Dashboard & extract Report of Branch, Compiling & Making Reporting Points.
- Maintain the (MIS) Management Information System & circulating the reports to all branch Heads and their team.

## EDUCATION

Master's in business Administration (Finance) – Sikkim Manipal University

Master of Commerce- Govt College, Kurukshetra University

Bachelor of Commerce- Govt College, Kurukshetra University

## PERSONAL PROFILE

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|-------------------------------------|---|
| • Marital Status - Married          | • Languages known – English, Hindi, Punjabi |
| • Location – Panchkula (Chandigarh) | • Sex – Male                                |