



## Nitin Mittal

To Join Sr Manager position where my business development experience can be fully utilized to improve both top and bottom line of the organization.

### Infos

- ▶ 36 years old
- ▶ Indore
- ▶ India
- ▶ Driver's Licence

### Contact

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### About Me

A passionate professional with in-depth client-focused in Business Development, Sales domain knowledge gained through comprehensive experiences in diverse roles across multiple geographies in India. With more than 14 years of functional experience in Business Development, Client Management, Channel development, I have led & delivered projects by partnering with senior functional & business stakeholders.

Key behavioural strength lies in my capacity to think, to drive for achievement and to succeed through partnerships; I am passionate about Sales, Business Development, Client Acquisition.

## EXPERIENCE

### Head - Business Development



Karada Herbal Farm Pvt Ltd • Since December 2015

- ▶ Achieved target of Rs 5.46 cr through Business development in central and North India
- ▶ Achieved Fruit trading profit of Rs 1.80 cr in second year itself
- ▶ Channel Management through RMGB 660 branches in 14 Districts of Rajasthan

### Relationship Officer



Dubai First • March 2015 to November 2015

- ▶ Asset products marketing through Credit Card & Loans in a leading financial institution in UAE
- ▶ Sourcing TML Company's & achieving the targets & main focus on approvals
- ▶ Experience of marketing and business development in UAE gave global exposure of working with the cross-cultural and diversified economy.

### Branch Manager



ICICI Bank Ltd. • October 2012 to November 2014

- ▶ Achievement of the incremental number and value targets for Liabilities and Assets and Fee Products.
- ▶ Achievement of branch focus & Customer Service Index Scores target. Compliance & Risk Management, Fraud prevention, RBI audits, inspections and incognito visits.

### Branch Sales Manager



Axis Bank Ltd. • November 2010 to October 2012

- ▶ Taking care of Axis Dhar Branch for Sales & Marketing of all banking products
- ▶ Initiated Government business (SB & CA) for Axis Bank Dhar branch
- ▶ Handling a team of 3 BDE's, 1 ASM & 3 FDO's of the branch

### Sales Manager



Kotak Mahindra Old Mutual Life Insurance Ltd • November 2005 to October 2010

- ▶ Handled life advisors Team and to generate life insurance business
- ▶ Handled recruitment process of life Advisors
- ▶ Handled IRDA training & product training for Life Advisors

### Sales Manager



Bajaj Allianz General Insurance Co Ltd • November 2003 to November 2005

- ▶ Handled a team of General insurance advisors and DSA business in Goa and MP
- ▶ Major corporate accounts like Tata International, Maan Industries, Dainik Bhaskar Solvent, Kriti Industries etc.

## SKILLS

### Business Development

- ▶ Channel Development ★★★★★
- ▶ Retail Sales ★★★★★
- ▶ Rural Marketing ★★★★★
- ▶ Client Acquisition & Servicing ★★★★★
- ▶ Sales Forecasting ★★★★★
- ▶ Financial management ★★★★★

### Others

- ▶ Financial management ★★★★★
- ▶ Information Technology ★★★★★
- ▶ Digital marketing ★★★★★
- ▶ Event Participation ★★★★★
- ▶ Organization Representation ★★★★★

## EDUCATION

### MBA

Doon University

### B.Com

Devi Ahilya University, Indore

## INTERESTS

### Travel

- ▶ Travel Upcountry
- ▶ Food Appreciation