

## Resume

**VIVEK KUMAR MISHRA**

**Associate Relationship Manager**

**Address:**

Rampur Ward, Rudri Road, Dhamtari – 493773

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Vm12581@gmail.com

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- **OBJECTIVE**
  - To pursue a growth-oriented career in the Finance Industry that offers opportunities to learn by delivering results.

## EDUCATION

- **B.E. (Civil Engineering)** – May 2020 – **69.5%**
- **HSC** – May 2016 – **60.8%**
- **SSC** – May 2014 – **62.16%**

## EXPERIENCE

Sales Executive – Mahanadi Cement Agency, Dhamtari, Chhattisgarh

### Roles & Responsibilities

Managed cement sales across Dhamtari, Kurud, Nagri, and nearby areas by developing strong relationships with dealers, retailers, contractors, and builders. Regularly visited construction sites to generate new business opportunities and increase product demand. Achieved monthly sales targets by expanding the dealer network, ensuring timely order booking, and coordinating with warehouse and transport teams for smooth product delivery. Conducted market surveys, monitored competitor activities, collected dealer payments, resolved customer complaints, and prepared daily sales reports while providing regular market feedback to the Sales Manager.

Associate Relationship Manager

**IDFC First Bank Ltd., Balod**

DSA

**Dhamtari**

## KEY SKILLS

- Sourcing & Convincing Customers for Home Loan & LAP Cases
- Marketing
- Project Management
- Budget Planning
- Social Media Planning
- Mortgages
- Collection & Clearance of OTC/PDDs
- Cross Selling of Products (CASA, Gold Loan, Two Wheeler Loan, Commercial Vehicle Loan, UC/NC etc.)

## PERSONAL DETAILS

- **Date of Birth:** 10 August 1998
- **Father's Name:** Mr. Narayan Mishra
- **Mother's Name:** Mrs. Mamta Mishra
- **Religion:** Hindu
- **Languages Known:** English, Hindi
- **Hobbies:** Playing Cricket & Chess

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## DECLARATION

I hereby declare that the above-mentioned details are true to the best of my knowledge.