

Ankesh Raj

A self-motivated, target oriented professional seeking a role in the Field of Marketing and Analytics. Backed by more than 2 years of work experience in research analytics and sales ,with first-hand experience in sales and dealing with customer and their doubts. Seeking for an opportunity where I can utilize these skills to strengthen the relationship between the company and clients and help the organization achieve its goals.

✉ ankeshraj022@gmail.com

📍 Patna, Bihar, India

🐦 @kwelankeshraj

📞 7979725445

🌐 [linkedin.com/in/ankeshraj022](https://www.linkedin.com/in/ankeshraj022)

WORK EXPERIENCE

Fellowship Program , I-PAC Indian Political Action Committee

05/2022 - Present

Patna, Bihar

Achievements/Tasks

- Set up phone screenings and scheduled interviews
- Screened resumes and sorted candidates based on senior supervision
- Google sheet
- Worked in Digital communication

Assistant Manager Kotak Mahindra Bank Ltd.

04/2019 - 08/2020

Patna, Bihar

Achievements/Tasks

- Customer Relationship Management (CRM)
- Managed conflicts and resolved complaints of clients
- Building a good relationship with customers.
- Collaborated with other managers to plan, direct, and coordinate program

Sales Executive Smarthive Software Pvt. Ltd

09/2018 - 04/2019

Patna, Bihar

Achievements/Tasks

- Generating leads
- Demonstrating and presenting products to clients
- Meeting or exceeding sales goals
- Giving sales presentations to a range of prospective clients
- Completed reports on daily and weekly basis

EDUCATION

MBA Patna University

2020 - Present

Patna, Bihar

Mechanical Engineering (B.E) Oriental Institute of Science & Technology

2014 - 2018

Bhopal, Madhya Pradesh

Higher Secondary certificate ICSE, L.N.M Carmel High school

2012 - 2014

Patna, Bihar

SKILLS & STRENGTHS

Microsoft Excel

Tableau

Catia Tool

Business Insights

Customer Relationship Management(CRM)

Problem Solving

Hard working

Strong will power

Good Communication

Leadership Qualities

ACHIEVEMENTS & CERTIFICATIONS

Advertisement and professional strategy Intern
(2022)

Advance Excel Certification (2019)

Catia Certification (2017)

National Thermal Power Corporation Intern (2016)

Core team member in TECH AKME 2k17

Runner up in Robotics in TECH ACME 2K15

Winner Chess competition in School

LANGUAGES

Hindi

Native or Bilingual Proficiency

English

Full Professional Proficiency

INTERESTS

Cooking

Music

Swimming

Reading