



# Harsha Haridas

## Career Objective

Looking for an opportunity to be part of a reputed organization where I can learn new skills, gain experience, and develop myself.

## Work Experience

### ★ **Max Life Insurance Company Ltd, Cochin** **Sales Manager** May 2022 - Oct 2023

- Managed Max Life Insurance products with in Axis Bank Ltd.
- Identified and recommended suitable investment plans to my customers that fit their requirements.
- Build rapport with the Bank staffs to generate business.

### ★ **Axis Bank Ltd, Palakkad** **Assistant Manager Operations** Sep 2019 - April 2022

- Handled the Teller counter of the branch which has an average visit of 150+ customers in a day and was responsible for generating customers over the counter.
- Managed the lobby and overall all operational works of the branch.
- Responsible for handling the Remittances, Foreign currency card, Demand drafts, Cheque book requests.
- Perform sales calls to facilitate branch business, participate in all sales meetings and events and ensure effective penetration of branch to increase revenue.

### ★ **ICICI Prudential Life Insurance Co. Ltd, Palakkad** **Financial Service Consultant** Sep 2017 - Aug 2019

- Managed the complete range of ICICI investment products within the ICICI bank.
- Maintained customer relationship to ensure that their policy service requests are managed properly.
- Participated in quarterly sales contest and won a three days trip to Delhi.

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Flat No: 113, Old NMC Building,  
Al Qusais 1 - Dubai.

Visa Status: Visit Visa  
DOB : 26 - 08 - 1994  
Nationality: Indian  
Marital Status : Married

## Education

**Sree Narayana College, Alathur**  
M.com (Finance) 2015 - 2017

**Sree Narayana College, Alathur**  
B.com (Co-operation) 2012 - 2015

## Skill

# Lead Generation  
#Cold Calling #Telecalling  
#e-mailing #campaigning  
#Generating Referrals  
#Customer Prospecting  
#Sales  
#Business Development  
#Relationship Management  
#Customer Service  
#Problem Solving  
#Negotiation  
#Time Management  
#Communication Skills  
#Management Skills

## Languages

- Malayalam
- Tamil
- English