



# Pankaj Kumar Sahoo

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## Objective

A result - driven professional with proven expertise in client relationship management, sales and negotiation, seeking a challenging role to leverage my experience in achieving and exceeding sales targets. With a strong track record of fostering cust

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## Experience

- Axis Bank, Bangalore** June 2023 - Jun 2024  
Sales Officer/Buisness Development Executive  
Achieved twice of sales targets, demonstrating exceptional client acquisition and sales closing capabilities. Successfully opened salary accounts, savings accounts, and demat accounts, ensuring smooth onboarding and satisfaction of diverse clientele. Coordinated with the loan department to assist clients with various loan types, including home loans, personal loans, and education loans, streamlining processes and enhancing customer experience. Developed strong client relationship-building skills, resulting in a loyal customer base and improved retention rates. Demonstrated excellent negotiation skills to meet client requirements while achieving organizational goals. Proficiently managed client interactions through multiple channels, ensuring seamless communication and service delivery. Gained expertise in client management, problem-solving, and cross-functional coordination, contributing to overall business growth.

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## Education

- Dr. Jadunath College, Rasalpur, Balasore, Odisha** 2019- 2023  
Bachelor of Science (UG)  
72.73%
- Swain Jr. College of Sc & Tech. Balasore, Odisha** 2016-2018  
Higher Secondary Education (12th)  
50.66%
- Satya Narayan Uchha Bidyapitha, Balasore, Odisha** 2015-2016  
Matriculation (10th)  
70.00%

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## Skills

- Communication
- Sales conservation
- Technical Proficient
- Client Relationship
- CRM Tools
- Attention to Details

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## Languages

- English
- Hindi
- Odia