

**ROHIT SONI**

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<b>Objective</b>	I am eager to work with diligence and dedication in order to gain valuable experience in an organizational environment .I am a self-motivated individual with a passion for continuous learning. I thrive in challenging environments and enjoy working on projects that require creative thinking and problem-solving skills.
<b>Experience</b>	<b>Star Health &amp; Allied Insurance, Lucknow / February 2022 – Present</b> <ul style="list-style-type: none"><li>• Developed and implemented proactive customer retention strategies resulting in an increase in renewal rates.</li><li>• Fostered and maintained strong relationships with key clients, resulting in 20% increase in upsell and cross sell.</li><li>• Assist with policy renewal and answer any questions the customer may have.</li></ul> <b>Vasundhara Group / August 2021- January</b> <ul style="list-style-type: none"><li>• Proactively identified and addressed client needs resulting in satisfaction rate and positive feedback.</li><li>• As a relationship manager I have gained valuable experience and maintained strong client relationships. I excel in providing customer service and meeting targets</li></ul>
<b>Educational details</b>	<b><u>S.No. Name of the Course University Year of Passing</u></b>  <ol style="list-style-type: none"><li>1. X (BHSIE UP) 2019</li><li>2. XII (BHSIE UP) 2021</li><li>3. B.Com. University of Lucknow 2024</li></ol>

<b>Other Proficiencies</b>	<ul style="list-style-type: none"><li>• Excellent knowledge of Excel, Word and PowerPoint.</li><li>• Basic knowledge of accounting software's like: - SAP, Quickbook</li><li>• JP Morgan Chase &amp; Co. Excel Skills Job Simulation on Forage- Jan,2024</li><li>• Ask Questions to Make Data-Driven Decisions Course Feb,2024</li><li>• TCS iON E Mail Etiquette Course- Nov,2023</li></ul>
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<p><b>Personal Strengths</b></p>	<ul style="list-style-type: none"> <li>• Good communication skills, collaboration and team building skills with efficiency of grasping new concepts quickly and utilizing the same in productive manner; self motivated to be more of a good teammate, believe in the philosophy of leading from the front and en-dashes on failures to get results in the future.</li> <li>• Self discipline, self motivation and self confidence.</li> <li>• Interest in innovation and creativity.</li> <li>• Maintain utmost secrecy.</li> <li>• Work well both in individual capacity as well as part of a team.</li> <li>• Ability of problem analysis and solving.</li> </ul>
<p><b>Hobbies &amp; Extra Curricular Activities</b></p>	<ul style="list-style-type: none"> <li>• Exploring new areas, Music and Sports enthusiasts.</li> <li>• Led Lakhimpur Cricket Team at District Level.</li> <li>• Won School Cricket tournament as captain</li> <li>• Participated in Team Sports like Cricket, Football, Volleyball at District and School Level.</li> <li>• Participated in various events at the science exhibition and annual day.</li> </ul>
<p><b>Personal Details</b></p>	<p>Name : Rohit Soni  Date of Birth : 13 Feb.2001  Gender : Male  Address : 633/01 Radha Puram Colony KanchanPur Matiyari,  Lucknow - 226028  Nationality : Indian  Languages Known : Hindi, English  Mobility : Anywhere in India</p>

I do hereby solemnly declare that the particulars furnished above are true and correct to the best of my knowledge and belief.

Rohit Soni