

# Chitesh Kumar Sahu

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Mobile: +91-9691391459 | Email: chitesh028@gmail.com

## Professional Summary

Dynamic and results-driven Sales, Marketing, and Operations professional with over 6.5 years of experience across insurance, finance, and client relations. Proven ability to lead teams, drive business growth, and deliver operational excellence. Demonstrates strong awareness of banking operations, controls, and compliance standards. Experienced in collaborating with financial institutions and managing bancassurance channels. Adept at strategic planning, relationship management, and data-driven decision-making. Possesses a solid understanding of Indian banking regulations governed by the Reserve Bank of India (RBI), including operational risk management, KYC norms, and financial compliance.

## Skills

- SQL
- Advanced Excel
- MS Office

## Professional Experience

**HDFC ERGO GIC LTD** | Deputy Manager (Bancassurance) | **HDFC Bank Vertical** | Durg (CG)  
| Mar 2024 – Present

- Accountable for branch performance, strategic planning, and achieving sales targets.
- Collaborating with cross-functional teams and banking partners to ensure seamless service delivery and customer satisfaction.
- Implementing operational controls and compliance measures aligned with banking standards.
- Mentoring team members and fostering a high-performance culture.
- Ensuring compliance with RBI guidelines and internal audit standards in day-to-day operations.
- Familiar with banking risk controls including KYC, AML, and data protection policies.

**STAR HEALTH AND ALLIED INSURANCE CO. LTD** | Relationship Manager  
(Bancassurance) | **Bank of Baroda Vertical** | Rajnandgaon (CG) | Dec 2022 – Mar 2024

- Managed bancassurance channel for health insurance products.
- Built strong relationships with banking partners and clients.
- Ensured adherence to banking controls and compliance protocols.
- Achieved monthly sales targets and ensured high customer retention.

**MAGMA FINCORP LTD (NBFC)** | Senior Operation & Accounts Executive | Durg-Bhilai,  
Rajnandgaon (CG) | Apr 2018 – Apr 2020

- Oversaw end-to-end operations from file login to disbursement.
- Ensured smooth and error-free disbursal processes.
- Coordinated with departments to enhance operational efficiency.
- Contributed to business growth through customer engagement.

**Cordlife Sciences India Pvt Ltd** | Executive Client Relations | Raigarh (CG) | Jul 2016 – Jun 2017

**Rajat Equipments Pvt Ltd** | Sales Engineer | Raipur, Bhilai, Durg, Rajnandgaon (CG) | Nov 2014 – Jan 2016

## Education

B.E. in Mechanical Engineering | Chhattisgarh Swami Vivekanand Technical University,  
Bhilai | 2013 |

## Training & Projects

- Completed Major Vocational Training in BHILAI STEEL PLANT (Jun 2012 – Jul 2012)
- Completed Minor Vocational Training in BHILAI STEEL PLANT (May 2011 – Jun 2011)
- Major project: SMALL WIND ENERGY & COOLING SYSTEM
- Minor project: AN EXPERIMENTAL STUDY OF AEROMODEL

## Achievements

- Achieved above 120% of the given target for the year 2024-2025 and got an appreciation certificate from the HOD and Joint President.

Zonal Winner in E-ROBOTICS WORKSHOP organized by Robosapiens India at IIT-BHU.

- Passed NCC 'A' certificate exam, won 1st prize in DRILL competition at NCC Annual Training Camp