

## Contact

+91-8922855333

rajat.nine@gmail.com

## Education

- MBA in Finance, U.P. Rajarshi Tandon Open University, Allahabad, 2021
- Bachelor of Engineering in Computer Science and Engineering, IET Avadh University, Faizabad, 2015

## Top Skills

- Client Relationship Management
- Financial Product Knowledge
- Sales & Business Development
- Negotiation & Closing Deals
- Premium Collection and Deposit
- Regulatory & Compliance Awareness (RBI, IRDAI, ISO 27001)
- Data Management & Reporting
- Training & On-boarding

## Languages

Hindi (Native)

English (Full Professional)

## Certifications

- Industrial Onsite Training (2 months) – ISRO, Bangalore
- ISO 27001: 2022 Lead Auditor

## Soft Skills

- Communication
- Problem-Solving
- Leadership
- Team Player
- Adaptability
- Time Management
- Detail Oriented

## Personal Details

Address : Varanasi, U.P.

Date of Birth : 09 January 1993

Marital Status : Married

# Rajat Kumar Singh

Officer ITSA @ RSM Astute Consulting India Pvt Ltd | MBA, IT Audits  
New Delhi, India

## Summary

MBA professional with over 5 years of experience spanning insurance sales, IT audit, and compliance. Expertise in client relationship management, financial product sales, negotiation, and business development, with a consistent record of driving growth and strengthening customer trust. Possesses in-depth knowledge of insurance and financial products, coupled with strong regulatory awareness. Skilled at delivering actionable insights, ensuring accurate data reporting, and mentoring new recruits through effective training and on-boarding programs.

## Experience

### RSM Astute Consulting Private Limited

Officer ITSA

September 2023 - Present (2 years 4 months)

Delhi, India

- Reviewing internal policies and procedures to determine applicable compliance and the adequacy of underlying internal controls.
- Performed IT audits of Applications, Servers, Network & security devices, Data Center Audit and Gap analysis.
- Performed IT General Controls (ITGC) testing across applications, databases, and infrastructure.
- Conducted system configuration reviews to validate security settings and operational effectiveness.
- Communicated audit findings and presented recommendations for improvement of data integrity and operations to the auditee.
- Performed vendor audits via third-party compliance checks, documentation reviews, and on-site inspections; prepared detailed reports outlining observations, risks, and actionable recommendations for risk mitigation and process improvement.

### Tata AIG General Insurance Company Limited

Sales Executive

August 2018 - December 2020 (2 years 5 months), Allahabad, India

- Identification and research potential clients or customers through various channels such as cold calling, networking, referrals, and online research.
- Create and maintain a database of leads and prospects.
- Present products or services to potential clients in a compelling manner, addressing their needs and concerns.
- Negotiation and closing sales leads.
- Providing regular sales reports and updates to sales managers and leadership.
- Providing training & questionnaires, supporting in training sessions for the new recruits.

Bajaj Allianz General Insurance Co. Ltd.

District Coordinator

March 2017 - September 2017 (7 months)

Kaushambi, India

- Coordinate and collaborate with health departments and teams to ensure smooth execution of projects and activities.
- Monitor project progress, identify potential issues, and implement corrective actions as needed.
- Collaborate with relevant teams to find solutions and implement necessary changes.
- Providing regular status reports to the respective leadership.

Texas Telecom (P) Ltd.

Network Engineer

June 2016 - November 2016 (6 months)

Lucknow, India

- Selecting appropriate networking equipment, including routers, switches and access points.
- Physical installation and maintenance of networking equipment and cabling in various environments, such as offices, industrial sites, or remote locations.
- Diagnosing and resolving network issues, both remotely and on-site.
- Being available for on-call duty to address urgent network problems that could impact business operations.