**Gulfjobseeker.com CV No:** **1340988**

**Mobile +**971505905010 / +971504753686

To get contact details of this candidates

Submit request through Feedback Link

<http://www.gulfjobseeker.com/feedback/submit_fb.php>

|  |
| --- |
|   |
| OBJECTIVETo Join Sales Representative position where my 10 years of sales experience can be fully utilized to improve sales bottom line and the company revenues.CAREER SKILLS / KNOWLEDGE |
| * Business Development
* Revenue growth strategies
* Profit maximization
* Rural Sales and Industrial Sales
* Branch operation and compliance
 | * New executive recruitment
* Training and development of Team
* Sales promotions
* Prospects and HVA’s relationship
* Government Business
 |
|  |  |

**CAREER ACHIEVEMENTS**

* Axis bank Dhar branch launching in a year achieved the branch CASA of Rs 32.00 cr
* Dhar branch launching by 610 accounts on the first Day
* Handled Government banking of Triabal welfare with CDAB of RS 8.00 cr
* Opened Government salary Accounts 600 nos average salary range of 35k – 50k.
* Opened OTR accounts in year 250 nos.
* In ICICI Achieved CASA MEB target by 120 %
* In ICICI Achievement of FD target by 1260% and ranked in TOP 10 Pan India.
* In ICICI 120% achievement of KCC target
* In ICICI 340% achievement of KKV target and ranked topup 3 Pan India

**ICICI BANK LTD. October 2012 to Nov,2014 as Branch Manager-Shajapur**

ICICI Bank is India's largest private sector bank. The Bank has a network of 3,620 branches and 11,292 ATMs in India, and has a presence in 19 countries, including India.

* Achievement of incremental number and value targets for Liabilities (CA, SA, FD); Assets (Home Loan, Auto Loan, KCC Loan, Gold Loan, FD/OD& CC ) and Fee Products (MF, LI, GI, Gold & other fee products)
* Prepare and track product wise - liabilities, assets & fee – AOP for the full financial year
* Achievement of branch FOCUS & Customer Service Index Scores target Prepare staff roister, leave calendar and maker-checker seating arrangement
* Principal Accountabilities – Compliance & Risk Management : Ensure operations, risk control and process adherence at branch(Branch Audit scores , Fraud prevention, RBI audits, inspections and incognito visits)
* Growth in NII (Net Interest Income) for branch, Growth in Asset business through branch, Increase Fee Income.

**AXIS BANK LTD. November, 2010 to Oct,2012 as Branch sales Manager**

* Taking care of Axis Dhar Branch for Sales & Marketing of all banking products.
* Taking care of Government business (SB & CA) for Dhar branch.
* Handling a team of 3 BDE’s, 1 ASM & 3 FDO’s of Dhar branch.
* Manage pre and post disbursement documentations Agri Loan cases
* Handling cross sell and Third party product sales

**Aviva Life Insurance Co Ltd. June 2009 to November,2010 as Sales Manager**

* Taking care of Indore & Dewas district for Sales & Marketing of life insurance through banks.
* Handled 49 bank branches of Indore DCCB&Dewas DCCB.
* Handled221 sales points of Indore DCCB&DewasDCCB named as PACS.
* Managed total team of 32 financial planning executives.

**Kotak Mahindra Old Mutual Life Insurance Ltd. From Nov,2005 to June 2009**

* Handled life advisors Team and to generate life insurance business.
* Handled recruitment process of life Advisors
* Handled IRDA training & product training for Life Advisors

**Bajaj Allianz General Insurance Co Ltd. From June 2003 to Nov 2005**

* Handled corporate agents and assisting them in corporate sourcing
* Handled a team of 45 General insurance advisors and DSA business in Goa.
* Taken care of whole Madhya Pradesh territory for Sales & Marketing.
* Handled general insurance Government Business.

Major corporate accounts working:- Tata International , Maan Industries, DanikBhaskar Solvent, Kriti Industries and many more

**EDUCATION**

B.Com: M R College of commerce Indore 2003

**Other Information**

Gender : Male Marital Status : Married
Birth Date : 12th July 1981 Languages Known : Hindi, English.