|  |  |
| --- | --- |
| Technical Knowledge  Proficient with Microsoft Office  MSOffice2000 (Excel,Outlook,Access,PowerPoint,)Windows,2000&2003 servers, Windows XP,DB2, MS SQL Server 2000 Oracle C++, Visual Basic.)  Proficient working with Internet.  Interpersonal Skill  Patience  Punctual  Smart working  Self confidence  Positive thinking  Interests  Travelling  Listening to music  Playing Cricket  Social Networking | New_logo  Contact HR Consultant for CV No: 342121  E-mail: [response@gulfjobseekers.com](mailto:response@gulfjobseekers.com)  Website: <http://www.gulfjobseeker.com/employer/cvdatabasepaid.php>  **Career Objective**  I look forward to a dynamic career in an organization, which gives me an opportunity to prove my skills that is selling ability and maintaining public relations and offers me opportunities to use my skills in achieving excellence at both personal and professional levels.  To grow in career through smart work, sincerity and hard work  Graduate with 12 years of work experience in sales and relationship management across MNC and Indian Banks.  Experience of leading sales teams.  **ACADEMIC QUALIFICATIONS**   * Bachelor of Information Technology **(BIT)** from **Manipal**  2000-2003 * Senior Secondary from **Bihar Council**, **Munge**r, 1995 * 10thBihar Board from **Munger** ,1993   **WORK EXPERIENCE** SALES MANAGER, MUDRA BROKING PVT LTD, April 2013 to Till date **Responsibility:**   * Responsible for Sales of **LI, GI, MF** and Equity Products within the portfolio and outside the portfolio. * Generating leads for all type of **Retail Assets** Secured and Unsecured Loans. * Servicing the HNI customers and getting the targets done for multiple products * Ensuring the productivity of other executives as per the expectation of the company by planning activities for sales. * Identification of training needs and measurement of product penetrations, customer awareness and satisfaction. * Complete other related duties as assigned. Provide management direction to foster effective selection. * Ensure quality follow up on leads for timely closure. * To continuously review performance of the team and to improve their productivity on an ongoing basis. * Handling 9 sub- brokers of Share khan and driving them for business * Coordinating with different department for timely delivery of all requested deliverables. * Achieving target regular basis.   **Team Leader, HDFC Bank (Salary Account Business), June 2011 to Jan 2013**  **Responsibility:**   * To acquire new clients for salary account * To grow existing and new relationships with focus on increasing liabilities and fee income to acquire new bank clients to sell corporate salary a/c products * Deepening and retaining profitable relationship and acquisition of business through effective cross selling of Insurance, **Saving A/C, Credit Card,**TPP products to existing relationships and all types of Asset Product (**PL, BL, HL**). * Will be involved into Relationship Building with the Customer for **Demat** **Account** **Opening**. * Meet Non-Trading Customers and activate them, to give excellent after sales service,Prepring various sales MIS reports * Responsible for managing team of Sales Executives.   **Sales Manager, DEUTSCHE BANK AG(Payroll A/C), Feb2008 to May 2011**   * Manage corporate salary relationship of the bank for assigned clients * Handling service queries of the existing Relationships of the banks to maintain good quality of services. * One Point contact in the branch for existing payroll relationships and acquisition. * Deepening and retaining profitable relationship and acquisition of business through effective cross selling of Insurance, Demat A/C, Achieving targets on regular basis.Advising clients about Investment. * Coordinating with different department for timely delivery of all requested deliverables. * Responsibility of managing the relationship and taking care of all service related issue.   **Sr, Sales Officer (CASA) INDUSIND BANK May 2006 to Jan 2008**  **Responsibility:**   * Managing and training a team of 5 executives to pre-define targets distribution and allocation of targets to increase the customer base for the bank. * Managing daily, weekly, monthly MIS reports. * To regularly monitor & motivate the sales team for opportunities. * Educate customers about alternate banking channels like Net banking & Phone banking * .Achieving targets on regular basis, handling existing relationship.   **Sr, Sales Executive (Personal Loan), HBL GLOBAL PVT LTD, March 2004 to April 2006**   * Selling Personal Loans * Generating leads through Tele callers and cold calling * Completing pre & post disbursal loan * Achieve the target of 40 Lacks per month. * Responsible for collecting the Post disbursement documents. |