|  |
| --- |
|  |

**MAHESH**

**MAHESH.351811@2freemail.com**

**PROFESSIONAL SNAPSHOT**

**EMIRATES NBD, DUBAI -UAE Senior Retail Banking Executive (Liabilities and Accounts)**

**Sep 2015 to Till Date**

* Acting as payroll relationship manager for the companies.
* Meeting customers to obtain account opening and all retail products.
* Assisting customers to fulfilling their financial needs.
* Developing efficient strategy to achieve to company target.
* Responsible for bringing in new customers and boosting the bank’s profit

**PROFESSIONAL SNAPSHOT**

 **NOOR BANK, DUBAI -UAE from Jan 2015 to Aug 2015**

 **Relationship Officer in Personal Finance.**

* To maintain good relationship with banking customers. And new customers.
* Selling personal Finance to customers.
* Well versed with Customer Services & Target Orientation

**PROFESSIONAL SNAPSHOT**

**FIRST GULF BANK, DUBAI -UAE from June 2013 till Oct 2014 as a Sales Officer in Credit Cards.**

* Generating leads from cold calling and Tele calling.
* To maintain good relationship with banking customers. And new customers.
* Well versed with Customer Services & Target Orientation.
* In-depth knowledge of working and dynamics of products with demonstrated abilities in optimising product performance and efficiencies.
* Adroit in handling business development, identifying & developing new markets, lead generation, client retention and achieving targets.
* Effective communicator with good relationship building & interpersonal skills. Strong analytical, problem solving & organizational abilities.

**Core Competencies**

**Sales & Business Development**

* Implementing marketing strategy for the sale of different Financial Products.
* Communicating product feedback from the field to principals with focus on effectuating modifications in products and improving product performance.
* Understanding the related procedures such as Qualities of different Financial Products for Investments in Portfolio Management Services.

**OCCUPATIONAL CONTOUR**

 **HDFC BANK, Mumbai.( Account Opening) Feb 2012 – April 2013**

* Worked as a **Relationship Officer**.
* Selling Different types of **accounts.**
* Worked as a Relationship Officer for CASA **Targets of the Branch**.
* Achieving monthly targets.
* Got Achievement Certificate from **Head of Sales** for Selling Highest Revenue in Bianca.

**PROJECT HANDLED**

* TATA STEEL -Handling distribution and retailers, Mumbai- Borivali branch.( recruitment of advisers)

**EDUCATION CREDENTIALS**

* Master of Business Administration. (IMCOST- THANE, MUMBAI University 2007-2009).

 In Marketing

* Bachelor of Arts , Pass ( CHM COLLEGE MUMBAI University - 2003-2006)

**ITS SKILLS**

* Well versed with Ms-Office, Software And Basic Internet

**STRENGTHS**

* Positive Attitude, hard & smart working
* Proactive approach
* Good communication and Interpersonal skills

**PERSONAL DOSSIER**

Nationality : Indian

Marital status : Married

Date of Birth : 13th July, 1985

Address Dubai : Deira Dubai

Linguistic Proficiency: English, Hindi & Marathi.

Place: Dubai

Date