 *KeySki****l****s*

*RevenueGeneration*

*CustomerService*

*RetailBranchBankingOperations*

*Equity/CommodityMarketTrading*

*CASAOperations*

*Sales&Marketing*

*MarketResearch*

*StrategicPlanning*

*TeamBuilding&Leadership*

*Abhijeet*



***BANKINGOPERATIONS***

*abhijeet-393435@2freemail.com*

***RetailBranchBankingwithAMFI(AssociationofMutualFundsofIndia)Certified***

***professional,****ski****l****edinbuildingkeyrelationshipstoenhancecompanygrowth**whilemaintainingathoroughunderstandingofleveragingexisting&emerging technologiestodrivebusinessgoals;targetingassignmentsinthe****Banking&******FinanceServicesacrossDubai,BahrainQatar,IndiaandCanada***

 *ProfileSummary*

* ***(Marketing)professional****with****nearly13years****ofexpertisein**consistently increasing corporate revenues through new business developmentandmaximizingexistingaccountsforthe****Banking&Financial***

***Servicesindustry***

* *Experiencedinincreasingsalesrevenues,exceedingtargetedsalesgoals, developing profitable and productive business relationships with key influencersandbuildinganextensiveclientbase*
* *Professionalexce****l****encein monitoring variousbanking operationsand maintaininglong-termcustomerrelationshipsthroughtheprovisionofhigh qualityservice;managedsalesintheareasof****BG,WorkingCapital,LAP,***

***CashCredit,BilDiscounting,Assets,Demat,Forex&CreditCards***

* *Gained expertisein* ***RetailBranch Banking Operations*** *whileensuring effectivemanagementtoaccomplishovera****l****corporateobjectives;ski****l****edin monitoring* ***RTGS & NEFT,Cash & Non-cash Foreign Exchange******Transactions,****ForeignRemitances,ForeignDraftsandTraveler’sCheque*
* *Competencyinmanagingbranchoperationsandimplementingstrategies towardsenhancingmarketpenetration,businessvolumesandgrowth;* ***increasedtheCASAbookvaluebythreefolds****from30mi****l****ionsto110mi****l****ions**inFY2017-18*
* *Possessunderstanding ofboth* ***domestic& world market****and other economicfactorsassociatedwithit*
* ***An excelentcommunicator****with honed interpersonal,team building,**negotiation,presentationandanalyticalski****l****s*

 *CareerTimeline*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| *Sharekhan* |  | *FutureGeneral* |  | *as* |  |
| *Limitedas* |  | *LifeInsuranceas* |  | *BranchSales* |  |
| *Relationship* |  | *SalesManager* |  | *Manager* |  |
| *Manager* |  |  |  |  |  |
| *May’06-Apr’09* | *Apr’09-Dec’09* | *Dec’09-Dec’10* | *Dec’10-Oct’16* | *SinceNov’16* |  |
|  | *Indiabu****l****sSecurities* |  | *as* |  |  |
|  | *LimitedasSenior* |  |  |  |
|  |  | *DeputyManager* |  |  |
|  | *Relationship* |  |  |  |
|  |  |  |  |  |
|  | *Manager* |  |  |  |  |

 *WorkExperience*

***PresentlyworkingsinceJune2019withassales***

***inDubai,UAE.***

***SinceNov’16in,IndiaasBranchSalesManager***

***Dec’10-Oct’16inKolkata,IndiaasDeputyManager***

***Dec’09-Dec’10withFutureGeneralLifeInsurance,Kolkata,IndiaasSalesManager***

***Apr’09-Dec’09withIndiabulsSecuritiesLimited,Delhi,IndiaasSeniorRelationshipManager***

***May’06-Apr’09withSharekhanLimited,Delhi,IndiaasRelationshipManager***

***KeyResultAreas:***

* *Spearheadingateamof4BranchSalesExecutiveforachieveingthegivenbranchtarget*
* *Conductinginternalqualitychecksanddevelopingstrategiesforreducingtheatritionlevelasperthestandard*
* *Conceptualizingstrategiesrelatedtobankoperationsforthebranch'shugesuccess*
* *Liaisingwithcustomersandotherfinancialinstitutionanddesigningplansforpromotingproducts&servicesand therebyatractingcustomers*
* *Takingcustodianshipofdeliverablesentailingwelcomekits,debitcards,chequebooks,instantkitsandlockers*
* *Supervisingotheroperationswhichincludesonlinestockmanagement,recordinginwardsandoutwardgoing*

*documents,chequebookrequestprocessingandbookingfixeddeposits*

* *GeneratingleadsforSavingsAccounts,CurentAccounts,TermDeposit,CreditCardsandInsuranceproducts*
* *ParticipatinginEquityandCommodityMarketTrading(PortfolioManagement)*
* *ManagingRTGS&NEFT,CashandNon-cashForeignExchangeTransactions,ForeignRemitances,ForeignDrafts andTraveler’sCheque*
* *Offeringservicestoexistingcustomersandcontro****l****inga****l****aspectsofcustomerrelationships*
* *EnsuringhighqualitystandardsofcustomerexperienceandadheringtotheSLAsandworkprocesses*

***Highlights:***

* *Atainedhighestperformanceratingof5inperformanceappraisal(FY2017-18)atBandhanBankwithTop10PAN IndiaRankingunderBSMCategory*
* *IncreasedtheCASAbookvaluebythreefoldsin2017-18byacquiringsomequalitycustomerswithhugeinflowof freshfunds*

 *Education*

* *PostGraduateDiplomainBusinessManagement(Marketing)fromNILM,NewDelhi,Indiain2006*
* *BachelorofCommercefromUniversityofA****l****ahabad,Indiain2003.*

 *Certifications*

* *AMFI(AssociationofMutualFundsofIndia)Certification*
* *NSEAcademyCertificationinFinancialMarkets*

 *PersonalDetails*

***DateofBirth:****10thAugust1981****|LanguagesKnown:****English,HindiandUrdu*

***Nationality:****Indian****|MaritalStatus:****Maried*

***IndianDrivingLicense***

***No.ofDependents:****1*