

**AKHILESH**

**Relationship Manager in Bank with India and UAE Experience**

D.O.B.: 20-MAY-1985

Nationality: Indian

Location: New Delhi India

Email: akhilesh.372447@2freemail.com

PROFILE

Proficient in front line sales planning organizing sales promotional event and analyzing the market polices of the competitors with 7 years of work experience.

OBJECTIVE

A position which provides me the opportunity to make a strong contribution towards organizational progress and continued development of my professional skills.

EDUCATION

**Deen Dayal Upadhyay Gorakhpur University**, Uttar Pradesh, India.

B.A (2005)

LANGUAGES

**English –** Excellent reading, writing and speaking

**Hindi –** Excellent reading, writing and speaking

SPECIALIZED SKILLS

* Maintaining relationship with customers and Providing Quick, effective and satisfactory solution to customers.
* To find an innovative way to fix an appointment with potential customers.
* Sales and target planning for identify and establish new and effective customers.
* Demonstrating Bank products to corporate and individuals.
* Planning of new strategy for more business.
* Sourcing of CASA as well as Assets products.
* Managing of all Fee products as per bank requirement.

PROFESSIONAL WORK EXPERIENCE

**Worked with Transguard under Credit Link Group as Sales Officer for Dunia Finance from September 2017 to March 2018.**

* Organizing sales visits
* demonstrating and presenting products
* establishing new business
* maintaining accurate records
* attending trade exhibitions, conferences and meetings
* reviewing sales performance
* negotiating contracts and packages.
* Aiming to achieve monthly or annual targets.

 **Worked with Kotak Mahindra Bank as a Relationship Manager from October 2015 to February 2017.**

* Worked as a Relationship officer on book size of more than 600 customers where my job responsibility was to provide them quick and satisfactory solution as well as generating sales of all banking products.
* Apart from the mapped book, I also had to acquire good quality of NTB customer and also grow the size of mapped book.
* Identifying potential customers for Asset products and converting the leads for the same.

**Worked with ICICI Bank Ltd. As a Sales Officer from Feb ’2011 to September 2015.**

* Worked as a Senior Sales officer where my job responsibility was to acquire customer from outside and maintaining a good relationship as well as working on references from the customers.
* Acquire customers through cold-calls and achieving monthly target on regular basis.

**Worked with HDFC Bank Ltd. As a Senior Sales Executive from May 2010 ’to Dec 2010.**

**Worked with Millennium Eduvision Pvt. Ltd. As a Software Operator from Apr 2007 to Jan 2010.**

**Responsibilities and Role details:**

* Maintaining relationship with customers and Providing Quick, effective and satisfactory solution to customers.
* To find an innovative way to fix an appointment with potential customers.
* Sales and target planning for identify and establish new and effective customers
* Demonstrating Bank products to corporate and individuals.
* Planning of new strategy for more business.
* Sourcing of CASA as well as Assets products.
* Managing of all Fee products as per bank requirement.

 **THANK YOU**

 **Akhilesh**