**Vinit Kumar Tripathi**

**Contact No.:**+919990588543 **E-Mail:** [vinit.ktripathi@yahoo.co.in](mailto:vinit.ktripathi@yahoo.co.in)

**Looking for opportunities in Sales and Marketing, Business Development with a frontline organization**

* Presently associated with **HDFC Bank Ltd, as Assistant Branch Manager Paharganj Branch, New Delhi.**
* To facilitate acquisition of new current account customers, market plan execution, account management and pre-sales efforts with skills in staffing and targeted marketing.
* Skills in streamlining workflow and creating a team work environment to enhance profitability.
* An effective communicator with exceptional relationship management skills with ability to relate to people at any level of business and management.

**CERTIFICATION**

**NISM Series V-A: Mutual Fund Distributor**

**EMPLOYMENT PROFILE**

**May’ 13 - present: HDFC Bank Ltd. Paharganj Branch, as Assistant Branch Manager**

**Role:**

* Reporting to Branch Manager.
* Create a portfolio of Business Banking client through sales of Current Accounts.
* Achievement of new acquisition value and number plan for retail current accounts for the branch.
* Focusing on ‘Profile-based selling’ approach for sell of value added products/services such as Trade Finance, CMS, POS/Payment gateway solutions, doorstep banking, assets etc.
* Provide regular inputs to the product team on competition benchmarking, opportunities and segmentation, product features and quality of portfolio acquired.
* Responsible for monitoring the portfolio health of portfolio retail current accounts in the branch, with respect to on–boarding, activation, value build-up.

**July’ 11 – May’ 13: Yes Bank Ltd. (Flagship Branch) Connaught Place, as Client**

**Relationship Partner Branch Banking**

**Role:**

* Reporting to RTL & BBL.
* Create a portfolio of Business Banking client through sales of Current Accounts.
* Deepen the current accounts by exploring opportunities for offering financial solutions like payment solution, cash management and trade financing.
* Based on CRM, meet and understand the client requirements; business development on client based on identified select industry segments.
* Maintain ongoing contact with operations in order to ensure smooth delivery of transactions.
* Responsible for sale of third party products like Life- Insurance, General- Insurance, Gold, Mutual Funds etc.

**June’ 10 – June’ 11: Kotak Mahindra Bank, as Associate Acquisition Business**

**Banking Retail Liabilities**

**Role:**

* Reporting to Branch Sales Manager.
* Responsible for promoting and selling of CASA, Term Deposit, Life- Insurance, Loans, and other banking products.
* Responsible for Business Development and Marketing & promotion of Bank’s services and Product.
* New client acquisition & business development.

**VOCATIONAL TRAINING**

**IL & FS Investment Securities Ltd.( Now HSBC Invest Direct), as Trainee**

**Role:**

* Reporting to Area Sales Manager.
* Responsible for promoting and selling of De-mat a/c, NFO, IPO
* Responsible for Business Development and Marketing & promotion of Product.
* New client acquisition & business development.

**Duration:** Two month

**Work Area: NCR**

**ACADEMIA**

2010 **Masters in Business Administration** (**Finance & Marketing**) from BBDIT, Ghaziabad, affiliated to UPTU Lucknow & AICTE, Delhi

2007 **Masters in Computer Science** from Paliwal Degree College, Shikohabad, affiliated to Agra University

2005 **Post Graduate Diploma in Computer Administration** from K.K. Degree College, Etawah, affiliated to Kanpur University

2004 **Bachelors of Science** (**PCM**) from K.K. Degree College, Etawah, affiliated to Kanpur University

**STRENGTH & PERSONAL SKILLS**

The resilience to stay **self controlled** and **positive** under pressure. **Punctual**, **Leadership quality**, **Self motivated**, having **good coordination & optimism**.

**HOBBIES**

Playing chess, watching cricket & listing to music

**PERSONAL DOSSIER**

Father’s name : Mr. S. N. Tripathi

Date of Birth : 3rd Oct. 1984

Sex : Male

Marital Status : Single

Nationality : Indian

Language Known : Hindi, English

Permanent Address : Gaushala (Ramganj) New City Etawah, Etawah- 206001 U.P.

Phone : 05688-251412

Local Address : G-294, Sec.-23 Rajnagar Ghaziabad-201002 U.P.

**DECLARATION**

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

**Date: With Great Enthusiasm**

**Place: New Delhi Vinit Kumar Tripathi**