CURRICULUM –VITAE

SHAILESH KUMAR

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Seeking assignments in Branch Banking and Operations in a growth oriented organization with opportunities to grow skills and knowledge areas with the progress of the organization

***Career Highlights***

Experience **5+ years**

**1.Current Employer Yes Bank Ltd As Yes First-Business Relationship Partner(Assistant Manager)-Branch Banking**

**From 19 Feb 2014 To Till Date**

**Description:**

YES BANK, India’s new age private sector Bank being ranked India’s No. 3 Bank in a recent survey of listed banks in India, by Business world. The same survey also ranked YES BANK No. 1 in Safety, Efficiency & Growth. YES BANK was recently ranked No. 2 amongst New Private Sector Banks, in the Financial Express survey of India’s Best Banks for 2006, while being ranked No. 1 in Growth

Key Responsibilities:-

* Acquiring and handling HNI relationship with the corporate clients.
* Acquisition of Trade forex accounts(7.50Lakh $ TQT) and High Value current accounts(10Lakh AQB).
* Understanding Revenue generation & effective utilization of available resources to meet revenue targets from the available product mix Cross selling of Insurance, Forex (inward & outward) & other product to the customer
* Making relationship to the corporate client in order to provide the best service on the bases of organization.
* Cross-Selling of other banking product (Saving Account, Fixed Deposit, RD & Life Insurance)

**2. Current Employer Indusind Bank Ltd As Associate Relationship Manager-Emerging corporate-Branch Banking**

**From 26 Jun 2012 to till now**

**Description:**

Indusind Bank is a Mumbai Based Indian New generation bank. Established in 1994.The bank offers Comercial, transactional and electronic banking product and services.indusind bank was incorporate in April 1994 by Dr.Manmohan Singh then union finance minister.Indusind bank is the first among the new-generation private bank in india.

Key Responsibilities:-

* Acquiring and handling HNI relationship with the corporate clients.
* Acquisition of Trade forex accounts and current accounts.
* Understanding Revenue generation & effective utilization of available resources to meet revenue targets from the available product mix Cross selling of Insurance, Forex (inward & outward) & other product to the customer
* Generating trade forex revenue, fee based revenue, forex cards revenue and credit card revenue.
* Apart from these generate revenue through letter of credit, bank guarantee also.
* Servicing for the existing and new client of the branch and handling portfolio.

**3. YES Bank Ltd, as Client Relationship Partner August ’2010 to 24 Jun 2012.**

**Description:**

YES BANK, India’s new age private sector Bank being ranked India’s No. 3 Bank in a recent survey of listed banks in India, by Business world. The same survey also ranked YES BANK No. 1 in Safety, Efficiency & Growth. YES BANK was recently ranked No. 2 amongst New Private Sector Banks, in the Financial Express survey of India’s Best Banks for 2006, while being ranked No. 1 in Growth

Key Responsibilities:-

* Responsible for the direct selling of Current accounts.
* Investment Advisory Service (Mutual Fund, FD & Insurance (Life & General))
* Working in Branch Banking department and making relationship to the corporate client in order to provide the best service on the bases of organization.
* Go getter attitude & a self starter strict KYC adherence & compliance with the organization policies in all client interaction.
* Servicing for the existing and new client of the branch and handling portfolio of 122 client of the branch (Current Account)
* Cross-Selling of other banking product (Saving Account, Fixed Deposit, RD & Life Insurance)
* Handle trade forex division of the branch and provide forex related services to customers.
* Preparation of MIS reports and reporting the same to the seniors.

**4**. **Axis Bank Ltd. as a Business Development Executive for Noida Location (02nd Feb2009 to 12th Aug 2010).**

**Axis Bank is India’s No.1 bank in term of growth, processes, work culture and Customer Service**

Key Responsibilities:-

* Looking for current A/C in given areas through self sourcing, reference & cold calling for the bank
* Generating lead base for business through cold calling, references. & achieving the target.
* Regular follow up with customer & achieving the target
* Maintaining cordial relations with customers to sustain the profitability of the business.
* Identifying prospective customer and providing service to them.

***Professional Achievement in AXIS Bank***

**CERTIFICATE OF APPRECIATION**

1: Certificate of Venture Reloaded (Contest) of Jun 09.

2: Certificate of C A Olympiad (Contest) of Aug 09

3: Certificate of Venture Reloaded (Contest) of Sep 09

4: Certificate of Club Elite (Contest) of Jan 10.

5: Certificate of Club Elite (Contest) of Feb 10

6: Certificate of Club Elite (Contest) of March 10.

Achievements:-

* Achieve appreciation certificate sign by **MD&CEO** of **Yes Bank Ltd** for best performance.
* Got appreciated certificates many times from **Axis Bank** **Zonal Head** for best performance.

**Extracurricular Activities**

* Participate in National Introgration Camp,India in 2002 at Kishan Ganj,West Bangal
* Achieve B+C Certificate From National Cadet Core,India(NCC)

***Scholastic Credentials***

2008 Graduation in B.Com from BNMU University in 2008. (Regular)

1. Completed Intermediate (Science) from BISC .Board in 2005.(Regular)
2. Completed High School (Science) from BSEB. Board. In 2003.(Regular)

***Academic Augmentation and Experience***

Multimedia and HTML from Oxford Institute, New Delhi in 2007

***Personal Information***

Father’s Name :Sh.Arun Kumar

Date of Birth : 27th Jan 1988

Language known : English, Hindi & Maithili.

Permanent Address : Vill/Post-Shilanath Raupauli, Dist-Purnea, Bihar, Pin- 854301.

Present Address : C- 90 2nd Floor ,Flat No B-2, West Vinod Nagar, New Delhi-110092

**Date: (Shailesh Kumar)**

**Place:**