***SUNIL DUBEY***

32/204 3rd Floor Gate No-21

Vikram Vihar Lajpat Nagar-4

New delhi-110024

E-mail: sunilsamadariya@yahoo.in

Mob: +917428697372

**Objective**

Seeking a challenging position in a Reputed Organization, where I can utilize my skills & abilities towards the growth of the organization.

**Work Experience**

Currently Working In **Yes Bank Ltd.** As **Business Relationship Partner-Branch Banking** From 03 Of Jan 2014 To Till Date.

**Responsibility:-**

* Acquisition Of High Value Yes First Product And Trade/FX Current Accounts.
* Ensure Initial Customer Handholding And M+1 Activation.
* Monitor Welcome Kit Delivery And Follow Up For Repeat Funding And Use of Account For Business Transactions.
* To Provide Superior Customer Experience.
* To Meet & Exceed The Defined Targets of New Customer Acquisition Value Month on Month By Analyzing Transaction Banking Needs of The Customers of OD/CC.etc
* To Ensure Quality Sourcing In Line With The Banks Policy.

Worked In HDFC Bank Ltd.From 05 March 2012 To 1 Jan 2014 As Current Account Team Manager.

**Role :**

Trade And Current Account Customer Relationship

**Responsibility:-**

 Opening Current Account Related To Export & Import Companies.

 Acquisition of Quality Current Account Customers.

 Responsibility to Increase The Bank's Profitability by Cultivating New Business Relationships.

 Maintain and Develop Customer Relationships, New Business, And Periodic Visit To Existing Customers.

 Manage And Track the Lead.

 To Ensure Sourcing of Quality Trade & Fx led Current Accounts

* Responsibility To Increase The Bank's Profitability By New Business Relationships.

Worked In **ICICI Bank Ltd.** From **30TH of October 2010 to 28th of February 2012.As Sales Officer** In **Customer Service Branch Banking**.

**Responsibility:-**

 **To Sale Current And Saving Account**

 **To Generate** lead

 Selling Product Under ICICI Banking of Liabilities Product

 Retention And Acquisition of Customers.

 *Acquisition of CASA (Current A/C & Saving A/C)*

Part Time Worked in Sahara India Pariwar From 1th july 2007 to 20 aug 2010 As A Sales Executive.

**Educational Qualification**

1. I Have Completed M.Sc. (Zoology) From M.G. Kashi Vidhyapith University Varanasi.
2. I Have Completed B.Sc. (Zoology, Botany & Chemistry) From Purvanchal University.

3 I Have Completed Intermediate (science) in 2006 from U.P. Board

4 I Have Completed High School (science) in 2004 from U.P. Board.

**Computer Proficiency**

1. Two Year Computer Certificate In Hardware & Networking Course From ***Institute of Hardware & Technology (IHT) Gyanpur Bhadohi.***
2. **Computer Fundamental**
3. **Operating System**-Windows XP/2003 Server/Vista/Window7,
4. **Packages**-Ms Office 2003,2007(Word, Excel, Power Point, Access)
5. **Internet Handling**
6. **MCSE/CCNA**

**Extra Curricular Activities**

1. I Have Taught To Students of Graduation Label.
2. I Have Got NCC Certificate From K.N.P.G. College, Gyanpur, Sant Ravidas Nagar (Bhadohi) U.P.

**Key Strengths**

1. Work Effectively In a Team.
2. Always Ready To Take Initiative.
3. Sincere & Dedicated.

**Personal Details**

Date of Birth **:** 15TH Dec.1990

Father’s Name **:** Shri Ramakant Dubey

Language Known **:** Hindi & English

Hobbies **:** Travelling, Making Personnel Attachment,

Internet Surfing

Permanent Address **:** Vill. - Bhawanipur, Post – Aurai

District- Sant Ravidas Nagar (U.P.)

Pin Code-221301

Contact No. **:** 9911742887, 07428697372

E-Mail **:** sunilsamadariya@yahoo.in.

Date………….

Place…………

Signature

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