# RESUME

## Current Address:-

Vill-choura sec-22 noida

(U P ) Near-D block sec-

22 noida 201301

M. No.: 09911589424

**PANKAJ KUMAR MISHRA** E-mail: vattspankaj31@gmail.com

**CAREER OBJECTIVE:**

* I will strive for excellence in whichever field I work. Hence, I wish to join your organization that shall make full utilization of my capabilities, which in turn shall help me to my personality and bring out the best of me.

**ACADEMIC QUALIFICATION:**

* High School from **Bihar Board** in 1999.
* Intermediate from **Bihar Board** in 2001.
* BA . from **TMBU**  in 2004.

**PROFESSIONAL QUALIFICATION:**

* Master of Business Administration **(MBA) (Marketing) from** U.P. Technical University, Lucknow and approved by AICTE New Delhi)

**EXPERIENCE:**

* Working with **INDUSIND BANK** as an **Associate Relationship Manager** for **Retail Banking - Current Account** at **Noida** since **Sep 2013 to till now.**

**KEY RESULT AREAS:**

* Acquisition of New Current Account (EXIM).
* Generating fee from EXIM Account.
* Help to Customer in Booking Forward & Hedging.
* Make strategy and planning for business development on monthly basis.
* Enhancing relationship with existing customers.
* Short out queries related these accounts.
* Enhance the value of existing accounts of Current account. Retention of accounts.

**EXPERIENCE:**

* Working with **ICICI BANK** as a **Sales Officer** for **Retail Banking - Current Account** at **Noida** since **Feb 2010 to Sep 2013**.

**KEY RESULT AREAS:**

* Acquisition of New Current Account.
* Making follow from Corporate for Current Account.
* Make strategy and planning for business development on monthly basis.
* Enhancing relationship with existing customers.
* Short out queries related these accounts.
* Cross selling of Saving Account, DMAT Account & Trading Account Life Insurance, General Insurance, BL, PL, Mutual Fund, & Credit Card.
* Enhance the value of existing accounts of Current account. Retention of accounts.
* Full fill all financial requirements of Customer as Personal Banker.
* To provide Advisory Services to customer with respect to their investible funds.

**ACHIEVEMENTS:**

* Successfully maintaining and improving upon market share in my assign

Territory by conducting market surveys and competitor tracking and countering.

* Achieved all of my quarterly targets.
* Ensuring smooth flow of supplies at the Territory level.

**PERSONAL INFORMATION:**

Father’s Name : Manoranjan Mishra

Date of Birth : 21 Feb 1982

Permanent Address : Vill- Shrinia

Post-Gogri jamalpur

Dist-Khagaria(Bihar)

Pin-851203

Language Known : Hindi and English

Marital Status : Married

#### SKILL SET

* Good Communication Skill, Sales/Marketing Skill, Ability to learn.
* Direct Sales, Interpersonal and Influential skill, Customer Service.
* Good Knowledge of MS-Office and Internet as computer awareness.
* Channel sales, Appointing Distributor, Channel handling & Creative.

**DATE - (Pankaj kumar mishra)**

**Place -**