**MANISH KUMAR**

**Mobile:** +91 9891078836, 8010897842,

**E-Mail:** kumarmanish708@gmail.com

**Seeking a responsible job in a dynamic environment to nurture the growth of knowledge where I can build my experience and learn new things and also intend to work for the company contributing to make it the best in the business and hence improve myself as a professional and an individual."**

**PROFESSIONAL SYNOPSIS**



* A promising MBA (MKT. & HR) professional from Dewan V.S. Institute of Engineering & Technology, Meerut, U.P.T.U.
* Detail oriented with an analytical bent of mind and a positive attitude.
* An effective communicator with strong abilities in relating to people.
* Always open to learn and adapt new things.

**WORK EXPERIENCE**



1. Working with **YES BANK LTD** as a **BUSINESS RELATIONSHIP PARTNER** from 16th Nov 2013 to till date.

**JOB PROFILE:**

* Acquisition of Trade Forex Current Account, Trade or Foreign exchange business.
* Maintain floats on Trade Forex Budget.
* Acquisition ofNTB **Current Accounts** and M+1 activation of opened Current Accounts**.**
* Involved into Relationship Building & Management with the customer for Sales & Services of

**Financial Products** of Company group. [E.g. Online Trading Account, Life Insurance, Mutual

Funds, Investment Advisory].

* Deepening of existing accounts.
* To generate leads through CRM of our Branch Service Area and act as a productive resource by meeting targets thereby ensuring the thereby ensuring the fulfillment of budgetary expectations of the organization.

1. Worked with **KOTAK MAHINDRA BANK LTD** as an **ASSISTANT MANAGER** from June 2012 to 30th October 2013.

**JOB PROFILE:**

* Acquisition of **Current Accounts and Saving Accounts.**
* Involved into Relationship Building & Management with the customer for Sales & Services of

**Financial Products** of Company group. [E.g. Online Trading Account, Life Insurance, Mutual

Funds, Investment Advisory, Wealth Management].

* To manage customers in the branch or through client visits & provide Financial / Investment

Advisory, Develop new relations through referencing & other sources.

* To generate leads and act as a productive resource by meeting targets thereby ensuring the  
  thereby ensuring the fulfillment of budgetary expectations of the organization.
* To deliver the desired target numbers by maintaining customer relationship.
* To manage customer meetings and sales process as part of reporting structure.
* To consciously deliver support to centre managers in increasing the profitability of the centre.

1. Worked with **AXIS BANK LTD**. as a **BUSINESS** **DEVELOPMENT EXECUTIVE** from 25th Nov 2010 to 13th June 2012.

**JOB PROFILE:**

* Acquisition of **Saving, Current, Demat and Trading Accounts.**
* To acquire new corporate clients in the specified region / market. To acquire large

number of **Salary Accounts**.

* Taking care of the branch sales to meet out the budgets of the branch**.**
* Generating Business through cold calls, client referrals and bank walk-ins etc.
* Coordinating with Branch and Service hubs regarding different issues related to customer service.
* Providing efficient customer service to existing and new clients.
* Deepening of existing accounts.
* To explain all investment and insurance products to customers and help them to identify

the right product to suit their requirements as per the financial plan suggested.

**PROFESSIONAL QUALIFICATION**



**Post Graduation:** Master of Business Administration. (2008-10).

**Specialization:** Marketing andHuman Resource.

**Percentage:** 65%.

**Institute:** Dewan V.S. Institute of Engineering & Technology, Meerut.

**University:** U.P.T.U. Lucknow.

**Graduation:** Bachelor of Business Management. (2004-07)

**Percentage:** 63%.

**Institute:** Faculty of Management Studies, Gaya College, Gaya.

**University:** Magadh University, Bodh Gaya.

**ACADEMIC QUALIFICATION**



**Intermediate:** I.Sc. (Biology) from KSY College, Aurangabad (2004)

**Matriculation:** Model School Dalmianagar (2001)

**RESEARCH REPORT**



**Title:** Market Analysis of Reliance Communication in Delhi Region

**Organization:** **RELIANCE COMMUNICATION LTD.**

**SUMMER TRAINING**



**Title:**  Potential of Life Insurance in Rural Areas.

**Duration: 15th June’09 to 3rd Aug’09**

**Organization:** **UNICON INVESTMENT SOLUTION.**

**Title:** The Strategies of the Maruti Suzuki on Sales Promotion & Customer Satisfaction.

**Duration:** **21st April’07 to 31st May’07**

**Organization: KARLO AUTOMOBILES PVT. LTD.**

**IT Skills**



* MS Office, Windows and Internet applications.

**Achievements**



* **Certificate of Achievement** for qualifying in **FAST & FURIOUS** Sales Acquisition Drive during 22nd July to 5th Aug 2011.
* **Certificate of Appreciation** for Excellent performance in **Business Banking** Contest **Mission 3000** in Dec 2011.
* **Certificate for Excellent** performance in **Business Banking** CANOA Campaign “**Mission 2000** in 14 Days” Campaign Period 16th Feb to 29th Feb 2012.
* **Certificate of Achievement** for **SET THE PACE** Campaign Period 16th April to 30th April 2012.
* I won the best summer project award of my batch, while doing BBM.
* I was in charge of industry interface committee, while doing MBA.

**Personal Information**



**Date of Birth**: 1st December 1985

**Address:** A-97/2, 2nd Floor, Duggal Colony, Khanpur,

New Delhi- 110062.

**Languages Known**: English and Hindi.

**Date:**

**Place:** **MANISH KUMAR**