**MANOJ KUMAR GUPTA**

274A-Third Floor,

Hari Nagar Ashram

New Delhi-110014

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**Career Objective**

Seeking CRM position and challenging assignments in banking/financial industry to meet organizational goal. To increase positive result by exhibiting all the abilities and talents according to my qualification and experience.

**Profile**

Dynamic and professional with successful career span of 3+ years predominantly in steering business development, sales and marketing, customer satisfaction and support across the domain of financial and banking products.

* Proven strength in exploring and exploiting business opportunities across all potential business segments.
* An all round intellect blending leadership skill with sound business practices to achieve turn around growth and position the organization for long term profitability.

**Professional Experience:-**

**YES BANK LTD NEW DELHI Nov.2013 -Present**

**Senior Officer**

**Role and Responsibility:-**

* Responsible for the strategic direction, operation and financial performance. Formulate sales/marketing & business development strategies for sale of Acquition, Cash Credit Limit, Term Loan, and Bank Guarantee.

**Achievement:-**

* Learn and understand the product and documentation at end of first month and sourced and login 2 file on second month and onward.

**ICICI BANK LTD, NEW DELHI 1st July2010- Sept.2013**

**Officer**

**Role and Responsibility:-**

* Responsible for the strategic direction, operation and financial performance Formulate sales/marketing & business development strategies for sale of CASA and Fixed Deposit to customer in Delhi/NCR.
* Responsible for the Customer Relationship, Revenue Generation and Achieve and increase Float.
* Devising competitive business development and sales plans, uncovering/creating new opportunities, identifying dynamic and flexible solutions.

**Achievements:-**

* Meet and **over Achieved** the target set by organization every month with extent to high level of learning and minimum rejection.
* Shifted to **HVST** (High Value Sales Team) to source HNI company accounts.
* Won the **Award and Certificate of Recognition** for maximum CASA across the region in month of November2010 and March, 2011 in contest of **Delhi CASA Idols.**
* **Top** on list of Sales Officer in month of March, 2011 in south Delhi region.
* **Won Award and Prize** in month of January and February, 2011 for maximum SA across the region.

**ICICI BANK LTD, NEW DELHI April 2008- Oct2009**

**Officer**

**Role and Responsibility:-**

* Responsible for business of all branch walk in for companies accounts, Fixed Deposit, TDP and Customer Relationship.

**Achievement:-**

* **Got Certificate** in the month of August, 2008 for high quality sourcing.
* Promoted **Executive** from **Senior Executive** on June, 2009.

**Professional Qualification**

* Windows, Ms-Office, HTML/Internet, Open Office, Net Meeting, Scanning, worked on **Finacle** and various **software of ICICI Bank**.

# Academic Qualification

* Done Master of Arts From BundelKhand University Jhansi U.P.(2013)
* Bachelor of Commerce from Bundel Khand University JhansiU.P. (2005-2008)
* Intermediate from U.P Board Allahabad(2005)
* High School from U.P Board Allahabad (2002)

**Personal Details :-**

Father’s Name : Mannu Lal Gupta

Language Known : English / Hindi

Date of Birth : 1st July 1985

Marital Status : Married

Date: MANOJ KUMAR0 GUPTA