# ARVIND KUMAR YADAV

**INDUSIND BANK LTD**

House No-10 SADAR PUR

SECTOR 45 NOIDA 201301

Mobile: +919899249182,

Email: kumaryadav.arvind@gmail.com

# Job Objective

Seeking Career Augmentation in Marketing & Sales involving Business Generation, Product Promotion with a reputed Organization.

**Educational Qualifications**

|  |  |  |  |
| --- | --- | --- | --- |
| **Examination** | **Board/University** | **Institution** | **Year** |
| M.A | BBSPV Jaunpur | Sri Bajrang Post Graduate College Dadar ashram Ballia | 2001 |
| B.A | BBSPV Jaunpur | Sri Bajrang Post Graduate College Dadar ashram Ballia | 1999 |
| I.Sc | UP Board | Bansi Bazar Intercollege Ballia | 1996 |
| X | UP Board | Rastriya Inter College Ballia | 1994 |

# Work Experience

**INDUSIND BANK LTD.**

***Currently working as:* Associate Relationship Manager Aug. 2012 to till date**

* Generate Revenue from Trade Forex Client.
* Achieve the target as per the company.
* Maintain the relationship with customer
* Generate the business and achieve the target on the monthly and weekly basis.
* Responsible for obtaining customer feedback.
* Developing and acquiring new liabilities relationship.
* Acquiring Revenue business from BBG,LAP,Home Loan & Credit Card.
* Developing Revenue From CC limit, BG & FCNR.
* Top performer in Zone in the month of Nov 2013 & awarded by the National Head.

**ICICI BANK LTD.**

***working as:* Sales Officer Jun. 2007 to July 2012**

***Joined as****:* **Sales Executive**

* Meet the customer generate business.
* Maintain the relationship with customer
* Resolve customer complaint & attending customer at the branch.
* Submitting report to the Management daily and Monthly basis.
* Responsible for generating queries from market and creating the data base of potential customer.
* Generate the business and achieve the target on the monthly and weekly basis.
* Responsible for obtaining customer feedback.
* Developing and acquiring new liabilities relationship.

**Achievements:**

* Got the performer rating 2st in the year of 2011-2012
* Top performer in Zone in the month of July 2010 & awarded by the National Head.
* Achieved more then 150% target fifth consecutive month
* Won the CASA idol contest in August,September &October 2011

**Core Competencies**

***Sales & Marketing***

* Managing the sales and marketing operations and accountable for increasing sales growth.
* Driving sales initiatives to achieve business goals& managing the frontline sales team to achieve them.
* Implementing sales promotional activities as a part of brand building and market development effort.
* Responsible for demand forecasting & managing inventory pipeline, ensuring ready availability of products as per the market demand.

***Key Account Managemen****t*

* Initiating and developing relationships with key decision makers in target organizations for business development.
* Identify prospective clients from various sectors such as government and corporate; generate business from the existing, thereby achieving business targets.
* Evolving market segmentation & penetration strategies to achieve targets.

**Computer skills**

* Software (Ms Word, Excel. Power point)
* Finacle

**Extra-Co curricular Activities**

* **Organized career counseling sessions** and coaching camps forunderprivileged children from remote villages **NGO** started by ilead (Aid Et action) Took part in several debates during schooling. Inter college fest during the college. Won **2nd Prize in speech**  in inter-discipline contest from 10 participants at Bansi Bazar Intercollege Ballia

**Interest & Hobbies**

* Making friendship and Traveling.

**Languages Proficiency**

* English, Hindi

**Personal Attributes**

* Self-Confident,
* transparency
* Optimistic & hardworking.

**Personal Details**

**Father’s Name**  Sri Ram Ekbal Yadav

**Date of Birth**  12th April 1980

**Gender** Male

**Nationality** Indian

**Marital status** Married

**Permanent Address** Vill-Usuri Po-Rudrawar

Distt –Ballia

State-Uttar Pradesh

Pin 221717

**Declaration**

I here by declare that all the above statements are true and correct to the best of my knowledge and belief.

Date:

Place: NOIDA

ARVIND KUMAR YADAV