

**Sankara Reddy R**

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### **Objective**

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To obtain a challenging post as a consultant / business analyst in a reputable organization that will utilize both my educational background and professional experience to contribute to the organization's business goals and simultaneously provide opportunities for career development and personal growth.

### **Synopsis**

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- ✓ Over 5 years of Banking experience with wide exposure to Liabilities, Asset Products and Retail Banking Operation.
  - ✓ Over 1 year's supervisory experience in managing a team of 7 members with proven track record in operational excellence, Customer management, People management, Process management, Productivity and Risks and Control.
  - ✓ Flexibility to work in multiple systems & environments.
  - ✓ Self starter with high can-do attitude.

### **Core Competencies**

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**Client Management:** Managing 200 HNI clients , with a portfolio size of 10cr. Achieving the revenue targets and targets assigned in terms of acquiring, enhancing and upgrading the HNI relationships. Ensured retention of key Clientele.

#### **Controls Driven:**

Complete understanding & control of all aspects of International and Retail Banking Business, including Escalation management, Risk, Compliance, Regulation and KYC guidelines. Providing root-cause analysis, with robust action plans in case of errors.

**Metrics Driven:** Achieving the stringent daily/weekly and monthly volume targets as defined in the SLA and ability to provide real time support.

**Productivity and Efficiency:** Active participation in process improvements and automation. Plan and implement capacity utilization and Productivity to achieve the set targets, Encourage and motivate team members to contribute and generate ideas on an ongoing basis for development of business.

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**PROFESSIONAL EXPERIENCE:**

(Total – 05 years)

***ING Vysya Bank Ltd., Bangalore***

**Designation – Assistant Sales Manager  
(Aug 2011 – Till date)**

**Key Responsibility Area:**

- Customer Sourcing and maintaining High Value clients ( CASA , 25 k + RV)
- Sourcing the potential clients, through out going calls, e-mails, activity and references
- Providing the client's feedback to Product & Marketing team to being competitive in the market.
- Assisting the service team to resolve the queries with respect to existing Clients
- Collecting the valuable data and Identifying prospects.
- Communicating the product according to customer needs.
- Supporting with the services and excelling relationship with HNI clients.
- Cross selling Bank's products to existing clients.
- Assisting the unsatisfied clients to resolve the issues and revive the relationship.

**■ ACHIEVEMENTS:**

- Won the award for Pan India Retail Lion Q4 for the year 2013-2014 by Country Head Retail Banking(Brett Morgan).
- Declared Best Performer in Karnataka region B-HAG Productivity January 2014 by BBH – Liability Sales.
- Won the award for Best performer in M.G. Road cluster CASA champion. January2014.by CH – Liability Sales.
- Won the award for Best performer in M.G. Road cluster CASA champion. Febaury2014.by CH – Liability Sales.
- Won the award for Best performer in M.G. Road cluster CASA champion.2012-2013.by CH – Liability Sales.
- Won the award for Best performer in M.G. Road cluster Key Products champion.2012-2013.by BBH – Liability Sales.
- Won the award for Best performer in M.G. Road cluster Insurance champion.2012-2013.by CH – Liability Sales.
- Won the award for Best performer in M.G. Road cluster CASA champion. Dec 2012-2013.by CH – Liability Sales.
- Won the award for Best Performer in Karnataka region for the year 2010 by BBH – Liability Sales.
- Managed a team of 7 which won the Best Team Award in 2012 by RSM – Liability sales

***HDFC Bank Ltd., Bangalore***

**Designation – Sr. Sales officer  
( 10/03/2009 to 14/05/2010)**

**Key Responsibility Area:**

There I was liable for current account department. I was always achiever for my monthly target. There I learned about banking industry which is really helping me in my present job.

- Increase the level of sales and business mix from individual clients
- Identify and develop sources of potential clients
- Effectively communicate with clients to gain commitment to purchase
- Maintain regular contact with Key Clients
- Effectively communicate with clients via telephone, face-to-face and written communication
- Overcome client resistance/objections to products
- Provide a weekly schedule of planned activities
- Achieve sales activities within specified time scales as directed by Managing Director and Group Sales and Marketing Director
- Be able to match appropriate products to client's requirements.
- Be able to demonstrate a full knowledge of all products, relevant selling points and benefits

**EDUCATIONAL QUALIFICATIONS:**

B. Pharmacy from Rajive Gandhi university , Bangalore

**COMPUTER TRAINING:**

**Proficient in MS Office and Outlook**

**PERSONAL PROFILE:**

Date of Birth	:	15-08-1984
Languages Known	:	English, Hindi, Kannada, Telugu and Tamil .
Hobbies	:	Listening to music, Travel ling, Reading books.
Communication Address:		No 27, Near Matha School, Muni Reddy Layout, Garve Bavi Palya, Bangalore – 560068