

## **CURRICULUM VITAE**

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### **BRIEF PROFILE:**

- Total 7 years of experience.
  - Ability to manage multiple priorities in a fast paced environment.
  - Strong leadership and interpersonal skills, Effective Coordination.
  - Highly versatile, flexible and willing to take up challenges.
  - Functioned as a branch sales officer.
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### **OBJECTIVE:**

To work for an esteemed organization, where I will get a space to utilize my capabilities to the fullest in order to achieve the objectives of the organization, enhancing my skills and understanding of the business, and make me grow as an individual.

### **WORK EXPERIENCE**

#### **HDFC BANK LTD -**

**Designation.** – branch sales officer

**From** 07 oct 2011 to Till Date.

### **ROLE & RESPONSIBILITY:**

- Sourcing of CASA accounts and asset product business .
- Adherence of KYC & AML policy while sourcing accounts
- Cross sell of engagement products like Bill pay, Fd/RD, Demat/HSL etc
- Cross sell of TPP products
- Migration of customers to Netbanking and Mobile Banking
- Value build up in the sourced accounts by revisiting the customer
- Activation of sourced accounts . Preventing balance depletion.

**ACHIEVEMENT :** Exceeding given productivity month on month  
Awarded best BSO for the cluster since last 2 years.