

## **CURRICULUM-VITAE**

### **ABDUL KHALID**

B1/82 Vijay Enclave

Gali no 2

New Delhi-110045

Email. [abdulpgdm@gmail.com](mailto:abdulpgdm@gmail.com)

MOB-9015358917/9999836315

### **OBJECTIVE:-**

I want to do work highly dynamic organization and get the opportunity to increase the profitability of the organization .

### **Current Organisation:**

Working with **Kotak Mahindra Bank** from 8 july 2013 to till date.

#### **As an Assistant Manager**

- Taking care of current account.
- New Acquisition of High Value Current Accounts
- Generating business through open market and leads from branch.

### **Previous Employer:-**

1. Worked with **HDFC Bank** As a Contractual Sales Executive {off Roll}  
Duration 10 September 2011 to 30 March 2012
2. Worked with **Ing Vysya Bank** As a senior business development executive  
Duration:4 April 2012 to 27 June 2013

### **Job Responsibilities :**

- Increase the productivity of CASA for the bank
- Handling high profile customers of our bank
- Preparing and reviewing monthly achievement plan
- Going on Regular Joint calls with sales manager Getting CASA Customer
- Cross Selling and Generating Leads for Other Products (Insurance, Personal & Home Loans) Innovation and up Gradation of Sales Technique to Maximize Productivity

### **Achievements :-**

- Sold maximum no of accounts from the date of joining.
- Sold maximum no of insurance policy.
- Awarded with certificate outstanding contribution for CASA of the month december in ing vysya bank.
- Won john smith watch in organized by ING Vysya Bank Ltd.
- Certificate of Appriciation from Senior RBM

**Educational Qualification :-**

- 1 PGDM from Gnit college of management greater noida 2011
- 2 B.Com from CCS University meerut 2005-2008
- 3 12th from jain inter college muzaffar nagar 2005
- 4 10th from jain inter college muzaffar nagar 2003

**Personal Skills :-**

- 1 Adaptable To Environment, A Good Motivator, Maintain Relations With People In Reference Group Also A Perseverant Person And Convincing

**Strengths :-**

I am very hardworking, confident, sincere, ability to work under pressure, leadership skill, ability to focus on projects, positive attitude in working as a team member. I take complete ownership and responsibility of my work and deliverables. I finish my job and then only relax.

**Personal Details :-**

**Name** : **ABDUL KHALID**  
**Father's Name** : **Mr. ABDUL RASHEED**  
**Date Of Birth** : **20 august 1987**  
**Sex** : **Male**  
**Language Known** : **Hindi & English**  
**Marital Status** : **single**  
**Hobbies** : **Playing Cricket & Watching Movies**  
**Permanant address** : **776/1 yogendra puri Muzaffar Nagar**  
**U P-251002**

**DATE :**

**PLACE :**

**(ABDUL KHALID)**