

# Curriculum Vitae

## Sunil Yadav

1/289 Suhag Nagar Firozabnad

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Seeking a position in the **Banking / Financial Organization** within a Customer Relation Management or Account Handling environment, bringing the following experience, skills and attributes:



To provide full managerial support to the team and able to create and compile effective written communications Responsibility. Extensive management experience and comprehensive banking background. Skilled in establishing new branch offices, policies and procedures. Experienced in developing New Clientage and establishing new banking/financial products in the market.

### Professional Experience

YES BANK LTD.- U.P. (India)

March.2012

Onwards

Client Relationship Partner(Senior Officer)

Reporting to Branch Manager

Handling HNI portfolio customer

- Acquisition of Yes prosperity customer in terms of Current & Savings Account (OPDT), Fixed Deposit, Mutual fund, Life insurance (Max life) & General insurance(Bajaj Allianz), Demat Accounts & Tax saving Bonds
- Identify new business opportunities with existing clients which is mapped to me & cross sell the Various third party products
- Handling and dealing with the walk-in customers in order to sell the different financial products of the company.
- Manage the bank's relationship with Retail/ corporate customers, whilst achieving an increase in profitable business to the bank.
- Financial advisory services for new clients as well as existing clients .
- Day to day services to all YES prosperity customer ( Net banking, Demonstration, Doorstep banking etc.)

Business Development Officer

Reporting to Branch Sales Manager

### Computer Proficiencies

**Platforms:** Windows 7, and Xp Professional.

**Office Works:** Microsoft Word, Excel, Access and PowerPoint. ( 2003 and 2007)

### Academia

MBA From Priyadashini College of Computer Science Greater Noida

Graduation from Amar Deep College Firozabad DBRA University

Intermediate science from College Braj Raj Singh Firozabad

High school from Braj Raj Singh Inter College Firozabad

### Personal details

Date of Birth : 18 Dec.1984

Father' name : Mr Chhote Lal Yadav

Marital status : Married

Sex : Male

I hereby declare that all the above – mentioned information is correct up to my knowledge and I

bear the responsibility for the correctness of the above-mentioned particulars

Thank you for your time and consideration in this matter.

Date- 23/06/2015



( Sunil Yadav )