

3007 (Sunekha) TIME: 10:00
15/11/2013
Refer Eby

Ketan - Vijayanagara branch (P.B.)

Resume

50580834

Dinesh Kumar Reddy M

CONTACT DETAILS

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E-MAIL:

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ADDRESS:

No.401, KMS Residency,
3rd cross, Taverkere Main Road,
Btm Lay Out 1st stage,
Bangalore-560029
Karnataka, India

CAREER OBJECTIVE

To work in an organization where innovation and excellence is the way of life, where my full skills and experience will be explored for the advancement and benefit of the company.

PROFESSIONAL EXPERIENCE.

CAREER HIGHLIGHTS

Company : KOTAK MAHINDRA BANK LTD
Designation : Assistant Manager (Liabilities)
Duration : Since Aug 2013 To Till Date.

Job Description:

- Expand of current & saving account base by focusing on new customer acquisition.
- Driving Business targets.
- Deepening (Getting CASA Values from Existing Clients).
- Monitoring daily, weekly & monthly MIS reports for liability product and assets.
- Generating Leads through Branches.
- Providing Service to existing customers
- Achieving Annual Revenue target for the branch through Liability products.
- Keeping the client updated with the new product and services.
- Acquiring new and potential customers and Cross sale bank products.
- Initiate customer retention strategies and build new customers.
- To conduct annual reviews with clients to forecast coming year's needs.
- Recommend appropriate financial product or service to the customer.
- Responsible for sales target achievement.
- Cross sales to the customers with other bank products (assets, insurance & wealth management) to increase profitability from each customer.

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KEY DELIVERABLES

Strategic Management

- Managing business operations with accountability for profitability & executing pre-designated targets in given time frame.
- Reviewing and interpreting the competition after in-depth analysis of market information for fine tuning sales and marketing strategies.

Business Development/ Marketing

- Conceptualising & effectuating innovative business development plans for the purpose of achieving redesigned revenue plans.
- Promoting company products/ services through innovative marketing and persuasion.

Organization : HBL GLOBAL PVT LTD (HDFC BANK)

Period : Since Jan 2012 to Jun 2013.

Designation : Sales Executive (Liabilities)

Job Description:

- Acquisition of Premier Credit Cards, Top up Loans
- Relationship Management and Customer Service
- To ensure total customer satisfaction thereby moving them up the value chain
- Enhancing and strengthening customer relationship by building rapport with the bank's customers.
- Converting service recovery issue into customer loyalty opportunity
- Managing the existing clients for better relationship and to do cross sell

PERSONAL DETAILS

Father's Name:
Shri. Surendra Reddy M

Mother's Name:
Smt. Yashoda M

Date of Birth : 24th July 1990

Marital Status: Single

Languages Known:

Hindi, English, Telugu, Tamil,
Kannada

SELF ASSESSMENT

Good Communication and
Analytical skill, Excellent Team
Player, Willingness to learn new
things.

To ensure the KYC Adherence at the time of account opening

QUALIFICATIONS

- Passed B.E (E, C.E) from Anna University of Chennai Tamilnadu.
- Passed Intermediate from Board Of Intermediate Education From A.P
- Passed SSC from Board Of Secondary School Education From A.P

Place: Bangalore

Date: 17/04/2015

Signature

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(Dinesh Kumar Reddy M)