

VIKRAM KUMAR

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Career Objective

Seeking an opportunity in the banking sector to use my experience, knowledge and skills for the growth of organization I will put my best effort to learn the company's policies and make better decisions in the favor of the company.

Professional Experience

Organization : Kotak Mahindra Bank Limited. (April'2014 – Present)

Department : Retail Liability

Designation : Assistant Manager

Roles & Responsibilities:-

- Acquire New Customer for Bank.
- Generate revenue for bank.
- Cross selling like third party products (Insurance, Mutual Fund, Gold, Credit Card etc.).
- Providing good services and maintain a good relationship.
- Maintaining and updating customer database.
- Sales planning and target monitoring.
- Field activity planning and response monitoring.
- Monitoring and coordinating with marketing department.
- Analyzing the market, to make sales Promotional Activities & implement these activities.

Academic Qualification

PGDM from ACCMAN Institute of Management specialization with Marketing and HR

Graduation in BA (English) from Magadh University, Bodhgaya (Bihar)

Intermediate and Matriculation from State Board

Technical Qualification

ADCA (Advance Diploma in Computer Application)

Certificate course in Hardware and Networking

Personal Details

Father's name	:	Dilip Sao
D.O.B	:	February 21, 1990
Marital status	:	Single
Hobby	:	Travelling
Language Known	:	Hindi and English