

Purushotam Saini

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Career Objective

To pursue a career in the field of banking, that provides me an opportunity to leverage my experience and skills to deliver value to the organization, myself and the society.

Professional Profile

- Banker with more than third years experience in Banking Operations – dealing financial products
- Exposure to cross selling
- Good communication and analytical skills
- Highly flexible and open to change
- Result Oriented and good team player

Work Experience

AXIS Bank Ltd. (Aug. 18, 2012 to till date)

Joined as Business Development Executive and got promoted to grade of officer.

Key Responsibilities – Business Development

- Liabilities (CASA) account acquisition.
- To acquire new clients from the identified target segment.
- To cross sell all products alongside the core product.
- To meet & endeavor to exceed the defined targets of new customer acquisition month on month.
- To analyze financial needs of the customers and offer appropriate product with utmost transparency.
- To ensure full participation and implementation of all product specific contests run by Axis Bank or its strategic partners.
- To abide strictly with the selling norms defined by the organization
- To ensure adherence to guidelines by internal & external regulators
- To provide accurate information for all products & services of the bank to the customer
- To maintain & provide MIS as desired by the organization for all clients
- Customer Service Request handling
- Cross selling of IPG product Life Insurance (Max Life Insurance) General Insurance & Mutual Fund retention of clients.

Summary of Work Experience :

Achievements

- Life Insurance target achievement award given by Circle Head
- Q3 CASA target achievement award given by sales head.
- Certificate of appreciation under Jaipur Circle for CASA target achievement.

HDFC Standard Life Insurance Sales Manager April 2010 To Aug 2011

Key Responsibilities – Business Development

- Recruitment – expansion of force, selection – retention and mentoring sales force.
- Planning team members targets.
- **Sourcing new business.**

Computer Proficiency

- PGDCA(by Sterlite Foundation Computer Training Institute Nawalgarh Jhunjhunu Rajasthan)GDCA(by Sterlite Foundation Computer Training Institute Nawalgarh Jhunjhunu Rajasthan)
- Working Knowledge: Internet, MS-Office & core banking software's

Educational Details

Degree	Year	University
MBA	2008-13	(Result waiting) shekhawati college sikar
BA	2005-08	University of Rajasthan, Jaipur
H.S.C	2005	Rajasthan Board of Secondary Education
S.S.C	2003	Rajasthan Board of Secondary Education

Personal Details

Date of Birth : 17 July 1986 Sex : Male
Nationality : Indian
Marital Status : Married
Language : Hindi & English
Interest : Listening to Music & Playing Cricket.
Address : Near Water Tank Ward No08 Ganeshpura Nawalgarh Jhunjhunu.
Contact number : 09667127958

I declare that all the above information and details are true and correct to the best of my knowledge & belief.

Place:

Date:

(PURUSHOTAM SAINI)