

RESUME

DEEPAK KUMAR PRADHAN

C/O S N DEY

SAHADEVKHUNTA

NEAR PWD GODOWN

BALASORE 756001

Mobile No: - 7894453397

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OBJECTIVE

Seeking a responsible position, this will utilize my skills and educational qualification as well as develop additional skills and will offer high level of challenge, opportunity and continued career growth

EDUCATIONAL QUALIFICATION

- ⌚ **MBA** from CEB Bhubaneswar 2009-11, (60%)
- ⌚ **MA in English** from Govt. (Auto) College, Rourkela in 2009, (58%)
- ⌚ **B.A** from Fakir Mohan (Auto) college, Balasore in 2003, (50%)
- ⌚ **Intermediate** from K.V.IIM Joka Kolkata in 2000. (71%)
- ⌚ **Matriculation** from K.V.F.C.I Talcher in 1998, (47%)

WORK EXPERIENCE

(Total work experience till date 4 years 0 months)

❖ **HDFC BANK LTD**

⌚ **DEPUTY MANAGER (E2) from 11th July 2015 to till date**

Roles and Responsibilities:

- ⌚ Is responsible for managing High net worth customers who are part of classic programme
- ⌚ Ensuring highest level of Service, engaging them into products offered by the bank and advising them on investments based on their profile and need.
- ⌚ Responsible for Cross to every group rated & enhancing relationship with existing Classic customers by managing operations like A/C opening, FD, Lockers, and Forex etc.
- ⌚ Ensure quality new acquisition Classic Customers through walk-ins and Referrals
- ⌚ Enhancing Liability values within each of the customer group
- ⌚ Ensure updating of CCM/CRM next

❖ **KOTAK MAHINDRA BANK LTD**

⌚ **Assistant Manager(M-1)from 19 Aug 2014 to 7july 2015**

Roles and Responsibilities:

- ⌚ Increase the book size of the branch through deepening and new CASA acquisition.
- ⌚ Acquire HNI customers for bank and provide priority service to them.

- ⌚ Accountable for achieving Sales and revenue target by mobilizing all Bank Products as well as third party product like LI, GI, MF and Demat.
- ⌚ Managing and achieving all the target of the branch in terms of a/c opening as well as revenue generation.

Providing superior service to the client with the co-ordination of operation staff as well as team members

❖ **ICICI PRUDENTIAL LIC LTD (BANCASSURANCE)**

⌚ **Associate Financial Service Manager from 03 Dec 2012 to 14 Aug 2014**

Roles and Responsibilities:

- ⌚ Lobby maintaining and pitching the customer, knowledge in all banks products PL,HL,CC, Savings Accounts, Current Account, etc
- ⌚ Calling and taking appointments of the customer
- ⌚ Visiting the customer and suggesting them Life insurance product
- ⌚ Making the sales happen
- ⌚ Providing after sales service and other investment option available in the bank

❖ **ITZ CASH CARD LTD (ESSEL GROUP)**

⌚ **Sales officer from 23 Jan 2012 to Nov 2012**

Roles and Responsibilities:

- ⌚ Visiting the dealers and distributors
- ⌚ Appointing new franchise
- ⌚ Asking for the order to the dealers
- ⌚ Making the sales happen

SKILLS & EDUCATIONAL PROJECTS :- FINAL TERM PROJECT:

- ⌚ Consumer Perceptions towards Health Insurance in reference with **Apollo Munich Health Insurance**
- ⌚ Basics in Diploma in Computer Application

ACHIEVEMENTS

- ⌚ Certificate of Appreciation & Medal for participating in **GO CASA** Contest for **Kotak Mahindra Bank Ltd for 2014.**
- ⌚ Departmental **CLASS REPRESENTATIVE** for (MBA).
- ⌚ Participated in **Zonal Level** in **youth parliament.**
- ⌚ Certificate of participation in **BUSINESS DEVELOPMENT SKILL PROGRAMME** .(MSME)
- ⌚ Various merit certificates at school level & College level in sports.

STRENGTHS

- ⌚ Good team player and efficient organizer
- ⌚ Confidence and Positive attitude.
- ⌚ Highly Adaptable Nature.

EXTRA CURRICULAR ACTIVITIES

- ⌚ 1ST prize in college cultural program.
- ⌚ Practical training at ICICI BANK, BBSR
- ⌚ Active participation in co curricular activities.
- ⌚ Sports and Environment enthusiast.
- ⌚ Attended various Workshops, Symposium, Seminars & obtained certificates

PERSONAL DETAILS

Name : DEEPAK KUMAR PRADHAN
Fathers Name : GAURANGA PRADHAN.
Gender : MALE
Marital Status : **MARRIED**
Nationality : INDIAN
Date of Birth : 01st March, 1983
Languages Known : English, Hindi. Oriya and Bengali.

REFERENCES

Mr. KUMAR GAURAV MOHANTY, BM, HDFC BRANCH ORISSA, (+91-9337304448)

Mr. SIBASHISH HOTA, CBM, ICICI BANK ORISSA, (+91-7894412568)

DECLARATION

I hereby declare that all the statements made in the above sections are true, complete and correct to the best of my knowledge and belief.

Date:
Place: BALASORE

Signature