

SHAURYA SINGH TARAGI

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In quest of career enrichment opportunities in Operations Management (Banking & Retail) with an organisation of repute in the Banking / Financial Services Sector

An Overview

- ☞ A result oriented professional with rich experience of over 36 months in Banking Operations, Accounts and Customer Relationship Management.
- ☞ **Working with YES Bank LTD, Dehradun as a Client Relationship Partner (Relationship Manager)**
- ☞ Well versed with banking procedures and methods as well as products and services offered by the bank.
- ☞ Demonstrated abilities in cementing healthy relationship with customers for generating business from them.
- ☞ Extensive Knowledge of MS Windows XP, Vista and 7.
- ☞ Sound exposure to Excel and MIS.
- ☞ IRDA and AMFI Certified.

Occupational Contour

From August'10 till Date with YES Bank LTD, Dehradun as a Client Relationship Partner

Accountabilities

Sales and Marketing:

- ☞ Selling banking products like CASA, Life Insurance, FDs, Mutual Funds, SIPs and Infra Bonds.
- ☞ Marketing various deposits schemes of bank to retail as well as corporate clients.
- ☞ Developing corporate clients for salary & business accounts.
- ☞ Maintain relationship with high net worth customers.
- ☞ Developing a new relationship with the bank called as NTB (New to the Bank)

Target Achievement:

- ☞ Responsible for consistently achieving number and value targets of the assignments being undertaken.
- ☞ Ensuring Sales Targets are attained through focused client acquisition activities in the branch.
- ☞ To meet & attempt to exceed the company's business revenue targets with relation to Cross-Sell of Max Life Insurance policies and deepening of the relationship to accentuate the stickiness of the customers with the bank.

Consultation:

- ☞ Handling customer queries related to the bank products.
- ☞ Responsible for offering financial solutions and consultation to the clients in regards to their financial investments.

Relationship Management:

- ☞ Responsible for creating an excellent WOM & rapport with customers, so as to ensure referrals and repeat business for the organization.
- ☞ Maintaining brand image of the bank among existing clients and general public to hold the prestige of the company high.

Notable Achievements:

- ☞ Earliest achiever of the highest level confirmation targets.
- ☞ Won award for sourcing highest number of Current Accounts in the N3 Region.

Internships

- ☞ Trained for 45 days in **Reliance Money** Company in May/June 2008.
- ☞ Trained for 45 days in **Metlife Insurance** Company in May/June 2009.
- ☞ Trained for 30 days in **Yes Bank** in April/May 2010.

Scholastics

- ☞ **BBA** (merit) from **ICFAI University, Dehradun** in 2010.
- ☞ Completed Intermediate (first division) from **Welham Boys' School, Dehradun** in 2007.
- ☞ Completed High School (first division) from **Welham Boys' School, Dehradun** in 2005.

Personal Dossier

Date of Birth : 6th February 1989
 Permanent Address : 272/II Vasant Vihar Dehradun Uttarakhand 248006
 Nationality : Indian
 Interests : Sports, Travelling, Hiking and Net Surfing
 Marital Status : Single
 Languages Known : English & Hindi

References

Available on request.

