

## **SURAJ KUMAR**

🏠 HOUSE NO 14/22 EAST INDRAPURI , PATNA, BIHAR

✉ SURAJLAXMI@HOTMAIL.COM

☎ +91-7091688294

### **Job Objective**

To work in a challenging environment, this would lead me towards learning and growth. I will try my best to give possible solutions in minimum possible time and will work for growth of the organization, also to secure a challenging position in an organization where my knowledge and skills would be utilized to meet the company goals simultaneously allowing opportunities for professional growth, autonomy and increased responsibility to find professional fulfilment and personal satisfaction in my job.

Having cumulative knowledge - **in Banking Industry\financial sector"**

### **Summary**

- A dynamic professional with nearly 4 years of experience in Procurement, Sales & Operation, Business Development.
- A keen implementer with experience in managing sales operations by ensuring optimal utilization of resources along with the distinction of accomplishing multi-fold revenue increase.
- Distinction of exploring new markets and expanding client bases for escalating turnovers.
- Proficient in carrying out new operations with extensive knowledge of the Government policies & FEMA regulations and provisions of various statutory acts.
- Acknowledged for integrity, high professional standards, "big-picture" vision, and sensitivity to deliver projects within the committed time & cost parameters.
- A sound leader with strong interpersonal & relationship management skills.

### **Core Competencies**

- Achieving sales targets in a given timeframe thus enhancing clientele base
- Identifying and networking with prospective clients generating business from existing accounts and achieving profitability and increased sales growth.
- A result oriented professional with over of experience in Service industry.
- Proficient in independently **designing and implementing marketing strategies.**
- Ensuring high quality services, resulting in customer delight and optimum resource utilization for maximum service quality.
- Ensuring maximum customer satisfaction by closely interacting with potential clients & understand their requirements and customizing the product and services accordingly.

### **Employment Details**

**Since June'14 with Indusind Bank Ltd., Patna as (Associate Sales Manager Mass Banking)**

Highlights:

- Adeptly managed and planned complete marketing campaigns and strategies
- Responsible for 12 monthly CASA NTB including one Exclusive NTB.
- Responsible for LI Business as targeted tied up with Aviva.
- Responsible for MF Business as targeted tied up with DSP Blackrock and Reliance.
- Introduced 2 exclusive NTB on monthly basis.
- Generated revenue through foreign currency Telegraphic Transfer(TT).
- Generated revenue through TCDC ( Travel Currency Debit Card)
- Generated revenue through RHP( Religare Health Plan).

**sep'10 to oct 13 with Icici Bank Ltd., Patna as (sales officer)**

Highlights:

- Adeptly managed and planned complete marketing campaigns and strategies
- Responsible for 12 monthly CASA NTB including one Exclusive NTB.
- Responsible for LI Business as targeted
- Responsible for MF Business

### **Appraisals & certificates**

Certificate from RH for 100% target achieved in current account in ICICI Bank

Certificate from RH for jewel loan in ICICI Bank

Certificate from RH for achieving quarterly target CASA in Indusind Bank

Certificate from SH for opening maximum nos. of A/c in a day.

### Academic Details

- BBA from WEST BENGAL UNIVERSITY OF TECHNOLOGY, Durgapur in year 2007
- I Com from R.P.S College PATNA, Bihar. in 2004
- Matriculation from BSEB board, Patna in 2002

### Personal Details

Father's Name : R.B.SAHU  
Date of birth : 20<sup>th</sup> FEB 1988  
Gender : Male  
Blood Group : "A+ve"  
Religion : Hindu.  
Language known : Hindi, English  
Height : 6'  
Marital Status : Married  
Nationality : Indian

References : Mr. JAWED IQBAL  
BRANCH MANAGER  
Indusind bank ltd.  
Rajendra ram plaza  
Mob No:-+91-9334489922

I hereby declare that the above Information are true and correct to the best of my knowledge and believe.

Date: \_\_\_\_\_

Place: Patna

*Suraj Kumar*

SIGNATURE