

## **CURRICULUM VITAE**

**KESARI RAJESH**

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H.No. 5-11-684/1

Premnagar Colony,

Nayeemnagar,

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### **I. Objective**

Seeking a Challenging Managerial assignment with an organization; preferably in the Banking / Financial Processing Sector, where I can learn and deliver simultaneously.

### **II. Work Experience**

- Worked as a Sales Executive in ING VYSYA BANK from 07<sup>th</sup> Oct. 2009 to 31<sup>st</sup> July, 2013.
- Worked as Senior Business Development Executive in ING Vysya Bank from 1-8-2013 to June, 2015.
- Working as Assistant Manager in ING IS NOW KOTAK MAHINDRA BANK from 1<sup>st</sup> July, 2013 to till now.

### **III.ROLE:**

Organization recognized my services and transferred to Subedari Branch which is 100 Cr. Liability Book size along with 70 Cr Asset Book size.

Subedari Branch is the large branch in up country Telangana in terms of Book size.

Total staff is about 22 members in the Branch.

Organization: ING is now Kotak Mahindra Ltd., Subedari Branch

Designation: Asst. Manager for Sales

### **Role : Accounts Manager Backup Branch Manager**

- ✓ Back up to Branch Head.
- ✓ Resolution of customer queries / complaints and customer service to ensure walk in customers issues.
- ✓ Generate Business, cross sell and cross sales and Enhancing the value of existing accounts.
- ✓ Penetration of Saving Accounts on non liability customers, Ensure Quality Customer service is delivered.
- ✓ Generate leads for Third Party products to the customer.
- ✓ Identifying and acquiring corporate and individuals.
- ✓ Giving presentations regarding the products CASA, DEMAT ACCOUNTS, LIFE INSURANCE, and Business being the core areas of business.

### **IV. CORE COMPETENCIES:**

- ❖ Managing sales and marketing operations, thereby achieving the increased sales and maximizing profit in assigned territory.
- ❖ Implementing communication strategies and promotional activities for attracting new business, improving existing products and services.
- ❖ Identifying and Networking with financially strong relationship with customers to achieve repeat and referral customers.

### **V. PRIMARY RESPONSIBILITIES:**

- Submission of all retail banking MIS reports. (Monthly, Quarterly, semi-annually & Annually.)
- Back-up support for both Inward & Outward Clearing.
- Complete End-of-Day activities with strict adherence to Audit norms and compliance policies.
- Training various facets of direct sales for newly joined employees.



## **VI. ACHIEVEMENT:**

ING is now Kotak Bank recognize my efforts and dedication towards work given promotion as Assistant Manager.

## **VII. EDUCATIONAL PROFILE:**

April 2007 B.Com., (General) from CKM College, Warangal.

June, 2004 Intermediate from CKM College, Warangal.

March, 2002 S.S.C. from ZPSS Laxmipuram, Warangal Dist.

## **VIII. I.T. SKILLS:**

Proficiency in M.S. Office and knowledge of 'C' Language

## **PERSONAL PROFILE:**

|                  |   |                  |
|------------------|---|------------------|
| Name             | : | KESARI RAJESH    |
| Father's name    | : | Yellaiah         |
| Date of Birth    | : | 08-05-1985       |
| Marital Status   | : | Married          |
| Gender           | : | Male             |
| Nationality      | : | Indian           |
| Languages known: | : | Telugu & English |

I hereby declare that the information furnished above is true to the best of my knowledge and belief.

Date :

Place : **(KESARI RAJESH)**