

VAIBHAV GUPTA

MOB: +91- 9034002322

EMAIL – Vibhu.viabhav@gmail.com

**RELATIONSHIP MANAGER – BRANCH BANKING (PANIPAT)
WITH 3.5 YEARS OF QUALITY EXPERIENCE IN**

**- Strategic Planning
- Team Management**

**- Business Development
- Corporate Sales**

- Sales / Marketing

OBJECTIVE

An enthusiastic, ambitious and professional individual who has a proven track record of achieving results in highly competitive environments. A true professional who is driven to hunt for new business, and is mentally resilient enough to be able to push past rejection to achieve results.

Right now is looking for a suitable Managerial Position with a company that is renowned for hiring exceptional people and for giving them unparalleled opportunities to build their careers and capabilities.

AREAS OF EXPOSURE

Business Development / Marketing

- 1 Identifying and networking with prospecting clients; generating business from existing accounts and achieving profitability and increased sales growth.
- 2 Analyzing marketing trends and tracking competitors' activities and providing valuable inputs for product enhancement and fine tuning sales and marketing strategies .

People Management

- 1 Recruiting training & monitoring the performance of the team member to ensure efficiency in sales operation and meeting of individual & group targets.
- 2 Conducting meeting for setting up sales objectives and designing processes to ensure functioning of sales operation

CAREER GRAPH

June' 2012 – Till date	OFFICER, Yes Bank Ltd.(Client Relationship Partner) Panipat
Product Handled - CASA client acquisition & dealing , selling of 3rd party products	

Key Responsibilities

- A. Generating and Converting leads of CASA A/C, TASC & FDR
- B. Cross selling of 3rd party products.
- C. Recruiting and training of executive and providing support for the sale.
- D. Motivating clients to invest in mutual funds
- E. Deepening relationship with existing clients of the bank. Handling Book size of Relationship approx. 4 Crores.

Significant Highlights

- A. Rewarded with certificate and Trophy of appreciation from President- Subramanian Ayyar
- B. (Bancassurance) Max Life under contest "BIG REWARDS SEASON SPECIAL POWER PLAY".
- C. Certificate of merit and Trophy under Contest "DREAM RUN TO GLORY" from Pralay Mondal – Retail & Business Banking (Senior Group President), Nikhil Sahni – Branch Banking (President), Vikram Kaushal – Yes First & Wealth Management (President).
- D. Certificate of Appreciation for 1st Runner up "NCR2 SIP DRIVE" from Reliance Zonal Business Head- Gurbir Chopra and Sr. Vice President – Saugata chatterjee.
- E. Picked one relationship of 25 CASA including 1 Yes First Business in Oct.'12.
- F. Opened one Yes First Saving account with IP Rs. 31.40 lacs in Jan.'13
- G. Opened one CA –SMART TRADE with IP of Rs.16 lac in month of Feb.'13
- H. Opened one CA- Yes first Business with IP of Rs.70 lac in month of Sep.'13.
- I. Appreciation certificate from Regional Branch Leader (Rahul Krishnatrey) for doing business of Rs. 3.5 lacs in month of November'13.
- J. Pan India Topper in Month Of April'14.

Dec.'10 – June'12	SENIOR OFFICER ,HDFC Bank Ltd – (PANIPAT)
Product Handled – CASA (client acquisition & dealing , cross selling of 3rd party products	

Key Responsibilities—

- A. Generating and Converting leads of Current A/c, Saving A/c & FDR
- B. Motivating clients to invest in mutual funds
- C. Making the clients aware of the risk and gain involved in capital and derivative markets

EDUCATIONAL CREDENTIALS

B.com in 2007, Kurukshetra university (kurukshetra)
MBA in 2013, Punjab Technical University (Jalandhar)

PERSONAL VITAE

Date Of Birth – 7th Oct., 1986
Address – H.No. 40, GEETA COLONY, PANIPAT .

Vaibhav Gupta
Signature of the Applicant

Date:07th AUG'2014

