

## RESUME

**Suresh Khadde**

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### OBJECTIVE:

- A Qualified Business Administrative and Result Oriented Finance and Banking Development Professional with **two years** in Banking sector- Sales Mortgage.
- To pursue a growth oriented career with a progressive organization that can give a scope to apply my knowledge and skills.

### Core and Competencies & Skill Areas:

- A proactive leader and planner with expertise in Strategic Planning, Market Plan Execution, Account Management, Pre-Sales efforts and Competitor & Market Analysis.
- Demonstrated abilities in developing New Customers & cementing healthy relationship with the old customers.
- Possesses excellent communication and Interpersonal Skills and is capable of working in a team or as an individual in a confidential role.
- A motivated individual, enjoys responsibility, and owns building strong relationships across levels, backed by excellent people Management Skills.

### PROFESSIONAL EXPERIENCE:

#### Company & Designation

##### ICICI BANK LTD

Sr.Sales Officer

Since OCT 2013 till date

#### Profile

Working as SeniorSale Officer handling Mortgage loan as a product .

##### Business Development Responsibility-Home Loans:

- Achieving volume and revenue goals via the combination of customer acquisition and customer relationship.
- identifying & grow a base of retail customers.
- Meeting and establishing relationship with high net worth individuals and servicing their home loan needs.
- Preparing and executing a sales plan for the assigned account relationship.
- Growing the number of new account relationships via conversion of customer referrals, marketing leads & self-generated leads.
- Scrutinizing all legal & financial documents, forwarding it the concerned departments.
- Ensuring adherence to AML and KYC norms & standards by the sales team.

**TRAINING:****IFBI CERTIFIED RETAIL SALES CERTIFICATE FROM ICICI BANK LTD .**

- Oct'03- Bangalore- Product Training, KYC & Anti Money Laundering- awareness
- Computer Literate- MS office package.
- Tally-9.00Version.

**EDUCATION :**

- Bachelor of Business Administration(BBA),Finance.

First class with 62% aggregate & 60% in the final year.

Chethan BBA & BCA College ,Belgaum Rani Chennamma University.

- PUC in S S PU College.
- SSLC in Govt High school.

**PERSONAL DETAILS:**

Date of Birth : 01-06-1992  
Sex : Male  
Nationality : Indian  
Marital Status : Unmarried  
Languages : English, Hindi & Kannada,

**Current Address:**

K R Puram Near By GCC College

T C Palya Banagalore

**Permant Address:**

Bijapur(Vijayapura)  
Karnataka-586204

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

Place :Bangalore

Date :

Suresh khadde

