

## **CURRICULUM VITAE**

### **SANTHOSH KUMAR SALVERI**

H No.30-136/15,  
Plot No. 49, Sudha Nagar Colony  
Old Safilguda, Hyderabad  
AP-500056, India

Phone No: +91-8885529872

E-mail: [ssalveri@gmail.com](mailto:ssalveri@gmail.com)

---

### **Career Objective:**

To obtain a position in retail banking, contributing my professional experience and competencies in a financial organization.

### **Professional Work Experience:**

#### **Officer – Retail Banking**

#### **Axis Bank Limited**

October 2012 – Till Date

#### **Responsibilities:**

- Responsible for the overall achievement of the Sales targets set by the management. Selling banking products.
- Maximizing account profitability through cross Selling Company's other products such as Life Insurance, Mutual Funds, Loans, and other investments.
- To ensure strict adherence to Know Your Customer (KYC) norms
- Identifying business opportunities by listing new companies.
- Handling customer queries and providing feedback.
- Developing Relations with Customers and achieving the goal of our monthly targets.
- Solid experience in retail banking, excellent understanding of banking services and products on corporate level.
- Knowing selling techniques, dealing with high profile customers, selling banking multi products.
- As a part of Service calling, acquiring new clients through references from existing clients

**Sales Executive – Retail Banking****HDFC Bank Limited**

November 2009 - October 2012

**Responsibilities:**

- Direct sales of retail liability products of bank (CASA)
- To explain to the customer the various benefits of the products being distributed.
- Handling customer queries.
- To verify the authenticity of the documents and identity of the customer.
- To ensure strict adherence to know Your Customer (KYC) norms.
- Developing relations with customers and achieving the goal of our monthly targets.
- Knowing selling techniques, dealing with high profile customers, selling to banking multi products.
- As a part of Service calling, acquiring new clients through references from existing clients

**Achievements:**

- Promoted from Business Development Executive to Officer before completion of probation period for being an excellent performer in first six months in Axis Bank Ltd.

**Technical Skills:**

- Packages Used: Finacle
- Operating Systems: Windows.
- Database Systems: MS Office.

**Educational Qualification:**

- Master of Business Administration (M.B.A)) in 2009, Osmania University, Hyderabad with 62%
- Bachelor of Commerce (Computers) in 2007, Osmania University with 55%
- Intermediate in 2004 from Pragathi Jr. College, Gajwel with 75.2%.
- Secondary School Certificate (S.S.C) in 2002, ZPHS Anajipoor, Andhra Pradesh, 63%.

**Strengths:**

- Ability to achieve short term and long term objectives
- Possess good management and organizational skills
- Self-motivated, precise and dedicated
- Team leader qualities

**Personal Details:**

Name	:	Santhosh Kumar Salveri
Father Name	:	Sathaish Salveri
Date of Birth	:	16 <sup>th</sup> October 1984
Marital Status	:	Married
Languages Known	:	English, Telugu and Hindi
Nationality	:	Indian

**Declaration:**

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

Place:

Date:



**Santhosh Kumar S**