KULDEEP ANURAGI

House no.109, Sector-A, Shahpura, Behind Shekhar Hospital, Bhopal, MP-462011

Contact: +91 9826235179 Email: anuragikuldeep@gmail.com

INSURANCE/FINANCIAL SERVICES/ BANKING PROFESSIONAL



* Building customer relationships - inspire confidence/credibility
* Recruit, train, manage, mentor and motivate team – leadership by example.
* Recognized for strong team/organizational leadership. Demonstrated commitment to building and leading an outstanding Sales team
* Ability to perform under pressure. Professionally aggressive in pursuit of company goals & delivering impressive bottom-line impact.
* Excellent communication and interpersonal skills, coupled with strong analytical skills
* Proven ability in administering the loan process, such as credit appraisal, documentation, verification, disbursal and recovery
* Proven exposure in handling banking key business issues and resolve them with discretion and professionalism.
* Administer the retail branch banking process such as cash function, CMS Process, customer queries & investment banking (Value Banker) etc.

PROFESSIONAL EXPERIENCE

Angel Broking Pvt Ltd March 2014-Till date

Team Manager

* Handling a team of 10 on roll employees for Demat sales.
* Achieved highest branch target twice.
* Look forward into all the activities in field for data and sales.
* Customer relationship and offers which were provided by company.
* All operational work coordination with service team and back office.

Reliance Securities Ltd September 2011 - Aug 2013

Investment Manager

* Managing customer’s (HNI) portfolio
* Majorly doing their financial planning and guide them for their investments through(LI, GI, MF, PMS, EQUITY etc)
* Doing their all financial planning and guide them for their investments
* Handle branch sales activity for all investment products
* Generating business through channel partners and as well as branch team(RM&CM)
* Appointing and training of remissars (acquisition partner)
* Generating business individually from retail market
* Contributing in branch sales target and Revenue generation
* Achieved branch’s ever highest target for the month of Dec 2011
* Looked after overall administrative matters and rendering administrative support in managing day to day organization functions; efficiently streamlined general administration by scrutinizing flaws and devising strategic measures for betterment.

ICICI BANK LTD June 2009 - Sep 2011 Privilege Banker/Relationship manager (Mumbai/Bhopal)

* Handled the HNI Clint segment for their overall financial needs and investments.
* New Clint acquisition for privilege account and Customer Escalations related banking issues
* Scored highest life insurance premium of 1 Crore in single mode.
* Coordinating in sales and operation
* Portfolio management through selling insurance, Mutual funds and other products which were Offered by the company.
* Created strategies to access unexplored markets while tracking market dynamics and draw inputs to realign tactics/strategies to counter competition. Drive formulation of policies and practices to achieve optimum position with industry leaders
* Handled a team of Junior Officers for personal loan and credit cards for Bhopal region
* Business generation through team and branch’s (13 branch’s)
* Coordination between sales and credit
* Taking care of all the operational activity for disbursement of personal loan and credit cards
* Cross sell through existing customers of bank
* New prospects generation, Project sales
* Enhancing the sales through leads which are provided by the company.
* Run the sales promotion schemes by the doing activities in market.

HDFC standard life Insurance Company LTD (Chhatarpur) Sales Development Manager (SDM) April 2008 - March 2009

* Established a strong market presence of the brand by efficient market penetration initiatives, new product roll outs, strategic/targeted promotional campaigns, sales promotions, and trade and consumer schemes.
* Maintaining contacts with the advertising, PR, Direct Marketing, Event management agencies.
* Recruitment of advisors and training of advisors is also a part of profile
* Developing the MIS reports on the Fund Management, profitability, credit administration to be submitted to the senior management.
* Implementing strategies to drive sales and maintain a healthy relationship with the HNI Clients
* Generating new market opportunities through effective market segmentation.
* Possess keen business acumen in analyzing and understanding business requirements, customer-value maximization and developing new business processes and revenue streams



ACADEMIC CREDENTIALS

* B Sc. From Dr. Harisingh Gaur University
* Higher Secondary from M.P. Board Bhopal
* High School from M.P. Board Bhopal



Personal Details

* DOB: 01/07/1987
* Languages Known: English, Hindi