**GANESH PATANA**

**Contact No: +91-9052878777**

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

**Career Objective:**

In pursuit of challenging assignments that would facilitate the maximum utilization and application of my broad skills and expertise in making a positive difference to the organization.

Young, energetic and result oriented ‘**MBA (Marketing & HR)’** professional from ***Andhra University***, ***Visakhapatnam****,* offering **6.8 years** of experience in **Banking & Insurance** streams Persuasive communication with exceptional relationship management skills with the ability to relate people at any level of business and managementHighly ethical,trust worthyanddiscreet.

**Corporate Experience:**

**1.** Organization**: ICICI Prudential Life Insurance Company Ltd (Bank Assurance in ICICI Bank)**

Designation**: Dept Key Relationship Manager**

Period: **July 2009 – till date**

*Role and Responsibilities:*

* Managing the High Net worth Customers of the Bank
* Achieving the Business targets assigned in terms of cross selling , enhancing and upgrading the High net worth relationship.
* Profiling Customers and provide financial products to meet customer .
* Resolves services issues of customer.
* Accountable for the day-to-day smooth & error free functioning of the duties associated with **Branch Operations, Customer Service, Sales management & business development.**
* Responsible for **training** all branch staff in **third party products, documentation, procedure, rules & regulations.**
* Working closely with the branch team and is responsible for the **effective closure** of **high value** cases.

**2.** Organization**: RELIGARE Securities Ltd**

Designation**: Associate Relationship Manager**

Period: **Nov 2007 – June 2009**

*Role and Responsibilities:*

> Opening D-MAT accounts, inducting about trading and other financial products Mutual funds,

Life insurance.

**Recognition and Awards:**

* **Got 3 Promotions** within the period of **4 years and 10 months**
  + - *Senior Financial Services Manager*in December 2010
    - *Associate Key Relationship Manager*in January 2012
    - *Dept. Key Relationship Manager*inJanuary 2013
* Received Award from Senior Vice President for outstanding performancein “**Yuva**” 2011, 2012
* Received Award and Blazer from Senior Vice President for outstanding performance in “**Force 1**” 2013
* Received **Certificate of Excellence** from Senior Vice President for outstanding performancein **Grand Finale**

**Corporate Knowledge gained-in:**

* **Investment Products** (ULIPS, Mutual Funds, FD, RD, Shares, F&O, etc.)
* **Loans** (Home loans, Car loans, Personal loans, LAP, etc.)
* **Accounts** (Saving Accounts, Current Accounts, NRE & NRO Accounts, etc.)
* Other Banking products like **Credit Cards, Drafts, RTGS, NEFT, Deposits**, etc.

**Education Qualifications:**

* **MBA** (Marketing & HR) from **Andhra University** (Noble Institute of Science & Technology), Visakhapatnam, **2007**.
* Bachelor of Arts (Economics, History and Politics) from Andhra University (Government Degree College), Ichhapuram, Srikakulam Dist., **2004**.
* Senior Secondary Education (History, Economics and Civics) from Government Junior College, Ichhapuram, Srikakulam Dist., **2001**.
* Secondary School Certificate (SSC) from Government High School, Ichhapuram, Srikakulam Dist., **1999**.

**Personal Information:**

Date of Birth: 1 May 1984

Gender: Male

Marital Status: Married, one child

Linguistic talent: English, Hindi and Telugu

Communication Address: House No. 14-1-1, 2nd Floor, Old Allapur, Shiva Basti,

Borabonda, Hyderabad – 500018.

**References:**

Shri L. Madhusudhana Rao, CBM, ICICI Bank, Contact No: +91-9908131478

**(Ganesh Patana)**