**RESUME**

**SANJAY. M**

S/o Muraleedharan. P. M                                         Mob:   9895169094

Sreesailam Email:sanjaymarar@gmail.com

Pathiriyal (PO)

Manjeri 3,

Malappuram District

Kerala 676123

**Career objective**

To spearhead the Marketing functions of an organization wherein I can optimize all my skills and knowledge for organizational as well as my professional growth

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**MY EMPLOYERS**

Presently working with Axis Bank Ltd as Assistant Manager-Sales since 04-10-2011.

PROFILE AND STRENGTHS

1. A competent professional with More than two years of experience in the areas of Operations Management in the banking sector.
2. Presently working with **Axis Bank Ltd. As Asst Manager.**
3. Consummate professional with well experience in Business development, Team Management, Business relationship management, conducting marketing and promotional activities.
4. Possess strong market knowledge with excellent track record of achieving set organizational and sales targets consistently.
5. Highly motivated, positive and goal-oriented, with demonstrated professionalism, attention to detail, highly developed analytical faculties as well as the ability to build & lead effective Teams.

##### Asst Manager –Sales

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* Selling all Liability products (**CASA,** **SALARY** accounts, **KIDS** account**, & FIXED** Deposits**)**
* Sourcing of **High value** accounts both in current account and savings account segment.
* Selling NRI products (**NRE&NRO** account, **NRE & NRO FD** &**FCNR**)
* Providing service to the existing customers
* Supporting sales activities done by **BANK**
* Creating new Client Data Base
* Selling **Gold bars.**
* Generating leads through **Cold call and Reference**
* Providing **Portfolio Management Service**
* Cross selling **Mutual funds of different AMC’s**
* Cross selling of **Life insurance & General insurance** products.

**Achievements**:

* Ranked as No.1 Sales officer in Kochi circle on IPG parameter for FY 2013-2014.
* Received Appreciation letter & certificate for various contests run by the bank.

**EDUCATIONAL QUALIFICATION**

|  |  |  |  |
| --- | --- | --- | --- |
| **Particulars** | **Board/University** | **Year of Passing** | **Percentage obtained** |
| M com | Calicut university | 2011 | 66 percent |
| B com | Calicut university | 2009 | 76 percent |
| HSC | Higher secondary education board Kerala | 2006 | 83 Percent |
| SSLC | Kerala state education board | 2004 | 80 Percent |

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 Doing **Chartered Financial Analyst (CFA)**.

**TECHNICAL SKILLS -**

Computer Skills                                    :           MS office

**CO-CURRICULAR ACTIVITIES**

* Conducted National Level Seminar on ‘Role of intellectual property rights in the contemporary business scenario’, held at N.S.S College, Manjeri.
* Participated in two day training programme in Human Resource Management and Soft Skills organized by N.S.S College Manjeri.
* Won prizes in school level Quiz competitions.

**EXTRA-CURRICULAR ACTIVITIES**

* Participated in national level Ball-badminton championship

**Achievements**

* Won first runner-up position in National Ball Badminton Championship

**ACCADAMIC PROJECT DETAILS**

|  |  |
| --- | --- |
| **Project Title** | Study on the effectiveness o modern banking facilities with special reference to nationalized banks in Manjeri municipality |
| **Description** | The main objective of the project is to find out the various benefits of the new generation banking facilities from the point of view of both the banker and the customers. |

**PERSONAL PARTICULARS**

Date of Birth                                         : 31-05-1989

Gender                                                    : Male

Marital Status                                         :  Married

Languages known : English, Malayalam

Hobbies : Reading, Listening music, Driving

**DECLARATION**

I, Sanjay.M, hereby declare that the above mentioned information are true & correct to the best of my knowledge and belief.

  SANJAY.M