###### CURRICULUM VITAE

###### Rajkumar M S

No 18, 2nd cross, Gangothri road

New Extension, K R Puram,

Bangalore-560036

Karnataka

Mob:- 9008728324

**Email:** msrajkumarkolar@gmail.com

### Career Objective:

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To excel in Challenging position in Sales/Marketing with a Progressive Company that utilizes my Knowledge & Experience.

Professional Experience:

* Worked as a SE in ICICI BANK LTD from 1st May 2007 to 3rd Nov 2009.
* Then promoted as a Junior Officer from 3rd Nov 2009
* Again November 2014 promoted as a Officer grade*.*

Duties and Responsibilities:

* Responsible for mainly selling of current account and cross selling of other products.
* Cold calling on daily basis.
* Competitor analysis, telesales.
* Identifying the alternate channels for generating the business.
* Meeting the customer and convince about Bank products, assist to open account.
* Managed complete sales process: prospecting, need analysis, follow up and closing.
* Detailed analysis of various documents provided by the customer to ensure that they are complete and accurate according to the bank policies.
* Handle the customer queries related to various banking transaction.
* Building the long-term relationship with the customer.
* Account retention.
* Achieving monthly target.
* Handle referrals effectively.
* Generate leads for Home Loan, Personal loan, Credit Card and LI etc.

**Achievements from Icici bank :**

* **Achivements From Icici bank Koramangla Cluster**
* In the financial year **2011-12** I got “ I Rise award gold coin with certificate ” for excellence performance.
* I Received total 6 (Six) times “the Star of South Award” from Retail Banking Head (RBH-South) which is given for excellent performance.
* Received RH certificates Monthly excellent achievements for CASA accounts, value and other products.
* Recently received **VALUE BUILDER** award from RBH (Mr. Amith Palta)
* Opened 130 savings accounts and 25 current accounts in the last financial year.
* Also sourced other products (like LI,MF,PL,HL,GL,CC,DEMATE )

**Educational qualifications:**

* I completed my **PUC** in Govt Junior College Kolar,
* Bachelor’s Degree in Arts from **BANGALORE UNIVERSITY** Gov’t Boys College Kolar.

**Extra Curricular Activities**  **:**

* Reading News paper and Books,
* playing Cricket and
* Listening to the Music

**Software Skills:**

* Operating System : WINDOWS
* Office Package : MS-Office, Tally 9.0

**Personal Profile:**

Sex : Male

Date of Birth : 01-July-1982

Permanent address : No.7, Mageri Village, Sulikunte Po**,**

Bangarpet Tq, Kolar Dist,

Pincode;563114

Marital status : Married.

Father’s Name : Srinivasappa

Nationality : Indian.

Language known : English, Kannada, Telugu, Hindi.

**Date: Yours faithfully**

**PLACE (RAJKUMAR M S)*.***