**CURRICULAM VITAE**

**Mohd.KhajaPasha**

**H.No.9-1-1/207/7**

Langer House

Hyderabad

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**Synopsis**

* A dynamic and solutions driven professional with 2 years 9 months of experience in banking and Financial service industry in the area of Business Development
* MBA in Marketing from JNTU University
* Experience in customer service, relationship management, sales and banking operations.

**Professional Experience**

Organization: **Indusind Bank Ltd**

Designation: Associate Sales Manager

Period: 2nd jan 14 to till date

Role:

Business development/sales:

* New customer acquisition: Opening new savings, current and NRI a/c’s
* Cross selling of third party products like life insurance, general insurance, credit cards.
* Penetration of asset products such as working capital, home loans, auto loans, personal loans

Relationship Management:

* Handling their individual portfolio and to keep a track of their accounts i.e. funds and their movement.
* Building and maintaining healthy business relations and ensuring high customer satisfaction.
* Going beyond the professional need of the customer by providing other products.

Customer Service:

* Handling customer queries and instructions
* Fund transfer, RTGS, NEFT
* Ensuring first contact resolution and zero escalations

Other responsibilities

* Authorization of transactions
* Custody of cheque drop box
* Handling of deliverable such as debit cards, cheque books, internet banking passwords.

Organization: **Axis Bank Ltd**

Designation: Business Development Executive

Period: 06th jun2012 to 1st jan 14

Role:

* New customer acquisition: Opening new savings, current and NRI a/c’s
* Ensure quality new acquisition classic customers through walk ins and referrals
* One point contact to the customers for all their banking needs.
* Coordinating office management activities

**Achievement & Certifications**

* Certificate of appreciation awarded by Axis Bank for Mission September.
* Won many time to time contests for sales of third party products.
* Qualified “Wins of Winter” contest organized by Axis Bank 2013.

**Academic Qualification**

* **MBA** in Marketing from Jawaharlal Nehru university (2011)
* **B.A** from osmania university (2007)
* Board Of Intermediate Education.A.P.(2004)
* Board Of Secondary Education (2002)

**Personal profile**

Father’s Name : Mr.Mohd Ghousemoinuddin

Date of Birth : Feb 15, 1986

**Martial Status :** Single

**Language known**

English, Hindi, Urdu,

Declaration

I here by declare that all the above details furnished are true to the best of my knowledge. If I am given an opportunity, I will strain every nerve to add value to your organization.

Date :

Place : Hyderabad Khaja Pasha