**RESUME**

**Sandeep Keshavrao Shinde**

**Sandeep.shinde57@gmail.com**

**Contact No. 9890891700/9823554421**

*Experience*

ORGANIZATION NAME **AXIS BANK LTD.**

LOCATION HINGOLI

DESIGNATION ASSISTANT MANAGER-SALES

DURATION Since Oct 2011 to Till Date

**RESPONSIBILITIES**

**Sales**

* Promoted from BDE to Officer sales at fast Track basis.
* Promoted as Assistant Manager sales in 2012.
* Acquiring new customers for bank through CASA product.
* Maintain relationship with new as well as existing customers.
* Cross selling of third party products like insurance, FD for generating the revenue for the bank.
* Responsible to maintain quality in sales,
* Customer complaint resolution & achieving sales target.
* Funding to the existing account to increase balance sheet of the branch.
* Maintaining a good relation with Govt. Dept for generating the business.

**Achievements –**

Participated in branch level Current account Campaign.

Won the many gifts for Q1,Q2,Q3,Q4 targets.

Best awarded for the marketing Campaign.

*Previous Experience*

ORGANIZATION NAME **HDFC BANK LTD.**

LOCATION PARBHANI

DESIGNATION Team Leader

DURATION 5th Aug 2010 to 7th may 2011

**RESPONSIBILITIES**

**SALES**

* Handling the branch sales team taking daily targets and reviewing at day end and same reporting to the Assistant .Branch manager.
* Timely reporting to seniors and maintaining the proper data.
* Daily cooperating the sales team in sales call.
* Acquiring new customers for bank through CASA product.
* Maintain relationship with new as well as existing customers.
* Cross selling of third party products like Insurance, FD’s etc. & generate revenue for bank.
* Responsible to maintain quality in sales.
* Customer complaint resolution & achieving sales target.
* Sourcing high value account and maintaining good relations with them.
* Funding the existing accounts against CDAB And MDAB Targets
* Maintaining the good relationship with priority Customers.

***Previous Employment***

ORGANIZATION NAME **YES BANK LTD.**

LOCATION THANE

DESIGNATION Client Relationship Partner

DURATION 1st july 2009 To 22nd May 2010.

**RESPONSIBILITIES**

* Acquiring new HNI customers for bank through CA product.
* Maintain relationship with new customers.
* Cross selling of third party products like FD’s, LC, BG, forex trade etc. & generate revenue for bank.
* Responsible to maintain quality in sales,
* Customer complaint resolution & achieving sales target.

***Previous Employment***

ORGANIZATION NAME **HDFC BANK LTD.**

LOCATION THANE

DESIGNATION Team leader

DURATION 28th June 2007 to 30 June 2009

**RESPONSIBILITIES**

* Acquiring new HNI customers for bank through CA product.
* Maintain relationship with new customers.
* Cross selling of third party products like FD’s, LC, BG, Forex trade etc. & generate revenue for bank.
* Responsible to maintain quality in sales,
* Customer complaint resolution & achieving sales target.

**Achievements -**

Felicitated as top performer in cluster, September 2007 contest floated for western region.

Winner of various branch contests floated by branch to achieve target set for branch.

***Education***

Completed B-COM from S.R.T.M.U., Nanded with B grade in 2005 with 68%

Completed H.S.C. from Maharashtra Board (Aurangabad Division) with B grade in 2002 with 65%

Completed S.S.C. from Maharashtra Board (Aurangabad Division) in 2000 with 51%

***Computer Knowledge***

MS-Office2000, MS-Excel, power point.

***Professional qualification***

NCFM :- IRDA,

*Personal Details*

**Name**   **:** Sandeep Keshavrao Shinde

**Date of Birth** **:** 27/09/1984

**Marital Status :** married.

**Languages Known :** English, Hindi and Marathi

**Permanent Address :** “Santkrupa” pandurang Nager, DSM College Road, Parbhani-431401

***Reference***

|  |  |
| --- | --- |
| **Mr. Sachin Chaudhari**  Manager (Axis Bank)  Mobile:- +91 – 9850988191 | **Mr. Parmanand kumar**  Branch Sales Manager (Axis Bank Ltd)  Mobile:- +91 - 9923594543 |

*DECLARATION*

I hereby declare that all the information given above is true to the best of my knowledge.

**Date:-**

**Place:-**

**Mr. Sandeep Keshavrao Shinde**