Objective

Intend to achieve a managerial height with team spirit in high tech environment with committed and dedicated people who will let me explore myself and realize my potential and to work with credibility, Transparency, Accountability, and Commitment.

work experience

**AXIS BANK** **LTD** 20th Aug 2014 to Present

(Designation – Business Development Executive)

* Current account and Savings account acquisition and servicing for the better CASA balance float.
* Cross sale of products like insurance, mutual funds, general insurance, Dmat and other products
* Scoping and identifying the current accounts lead by doing a cold call, references and phone call.
* Savings account acquisition and servicing for references and cross sale of products.

**HDFC BANK LTD** 11th Nov 2013 to Aug 2014

(Designation – Sales Officer – Credit Card)

* Credit Card Sales management for branches assigned.
* Servicing for credit card related issues
* Acquiring new to bank customer from outside branch and lobby management.
* CASA acquisition from open market.

PROFESSIONAL SUMMARY

1. An excellent communication skills and convincing skill developed over period of time.
2. Executing customer service and query resolution with Branch banking process and achieving sales target.
3. Special campaigning for CASA sourcing and arranging special events in branch for CASA
4. Special focus on M0, M1, M2 and M3 bucketing, for making the accounts profitable for organization.
5. Lobby management and customer engagement by visiting customer on a regular frequency.

**JOB RESPONSIBILITIES**

* To play the Role of Banker and meet the financial needs of the Bank existing and new Customers.
* Ensure the good customer service and maintain relationship with client for referral.
* Ensure that the required average monthly balance (AMB) maintained in all account opened.
* Sourcing Account mix to have the required privilege banking accounts share.
* Ensure that the required sales management process is being followed.
* Learn and developing sales pitch in every customer interaction.
* Understand customer needs and ensure no wrong information is given to the customer.
* Ensure transaction and Banking Product attachment with every account i.e.: FD/RD, Bill pay, ECS/EMI, LI, GI and Zero rejection.

**STRENGTHS**

* An assertive, approachable, mature & focussed individual.
* Good communication and interpersonal skills.
* Good problem solving and leadership skills.
* Self-motivated, pro-active, committed and willing to take responsibility.
* Ability to work as part of a team and independently
* Ability to deliver results as per the expectation of management.

ACADEMIC QUALIFICATIONS Sikkim Manipal University

B.Sc. (PCM) 2012 EIILM University

PGDCA 2013 Singhania University

Hobbies and Interests

* Football Playing
* Traveling and long drive
* Internet Surfing (social media)

Personal Profile

Date of Birth : 18.07.1991

Son Of : Mr. Vijendra kumar tiwari

Sex : Male

Nationality : Indian

Marital Status : Single

Languages Known : English and Hindi

Declaration

**I,** hereby declare that all the above written particulars are true to the best of my knowledge and belief.

**Place: Gurgaon Mohit kumar tiwari**