ABHINASH RATHOR

**Current Address**: F-111,3rd Floor,

Katwaria Sarai, New Delhi-110016.

**Contact No.** 07838333143 , 09717876911

**E-mail**: rathor.10@gmail.com



**Objective**

As experienced banking professional, I would like to utilize my earlier experience and knowledge in banking by contributing to the improvement as well as progress of the bank. I will be putting my best efforts in terms of time and learning new banking techniques and methods that would implemented in my tenure as a manager.



**Professional Profile**

Current working with ***INDUSIND BANK LTD.* (New-Delhi)** as Associate Relationship Managerfrom march 2014 to till Date.

Job profile: Retail and Business banking along with Client Relationship Management and Cross sell of third party Product.

* Core area of responsibility is Acquisition of new Current Account and Trade Forex Business for the bank.
* Handling Business Banking functions in co-ordination with internal / external departments for smooth business operations.
* Hands-on experience in working with expertise in banking systems like FINACLE. Possess good interpersonal and communication skills.

Working with **Axis Bank Ltd. (New-Delhi)** From 18 Oct. 2012 to March 2014.

* Over one year of experience in the area of Retail and Business banking along with Client Relationship Management and Cross sell of third party Product.
* Core area of responsibility is Acquisition of new CASA for the bank. Presently working as Executive in Axis Bank Ltd in sales team.
* Handling Business Banking functions in co-ordination with internal / external departments for smooth business operations.
* Hands-on experience in working with expertise in banking systems like FINACLE.
* Possess good interpersonal and communication skills.



**Roles & Responsibilities:**

* To achieve the savings and current account targets, both in terms of number of accounts opened & of float generated from new to bank customers.
* Acquisition of premium segment accounts i.e. Wealth , NRI accounts, Trust accounts , etc. and Cross selling of different bank products for deepening the relationship with existing clients and help achieve merchant acquisition accounts of the branch.
* Responsible for organizing various lead generation events, in liason with BSM and garner business for LI (Max Newyork) , GI (Bajaj Allianz life & non life),etc..
* Convert every opportunity by selling fee income-based products like insurance, mutual funds, RBI Bonds, Capital Gain Bonds etc to elite clients.
* Strengthen existing clients’ relationships by product penetration by regularly sharing latest updates on products like Gold, Credit Card products, Demat Products and online trading products, Mutual Funds, etc..

**EDUCATIONAL CREDENTIALS**

* **MBA ,2012**

Full Time Programme in National Economic Planning and Entrepreneurship (Leading to Masters in Business Administration from **Indian School of Business & Economy (IIPM)**

* **BBA, 2010**

***KHANDELWAL COLLEGE OF MANAGEMENT SCIENCE & TECHNOLOGY*,** BAREILLY , UP/ MJPRU, BAREILLY, UP.

* **Class XII** **2006**

S D S I C BARAHARATURNA , GHAZIPUR , UP Board.

* **Class X** **2004**

Saraswati Vidya Mandir H S S ,TANDA BADLI , RAMPUR , UP Board.

**Technical Proficiency**

* MS-Office
* MS-Excel
* Power-Point
* Internet



**Summer Internships**

|  |  |
| --- | --- |
| **Title- “Market Research of radico’s product”** |  |
| **Company- Radico Khaitan Ltd. RAMPUR** |  |
| **Duration- 8 WEEKS** |  |
|  |  |
| **Synopsis-**   * **Collected the Primary Data, from consumers by the help of questionnaire** * **Collected the Secondary Data from internet, My Mobile magazine, By consulting my seniors and colleagues** * **Prepared Reports.(In the end made a Doc of all the data which I had collected)** |  |

**Projects Undertaken Under Supervision of**

Mr. Ashvani Kumar Singh

Senior- executive-HR

Contact no:- 09837688855



**Strength & Skills**

* Sincere and inquisitive learner
* Motivation and leadership quality
* Interaction with people
* Goal Oriented



**Extra Curricular Accolades**

## Attended workshop on understanding marketing and advertising and received Certificate.

## Won a medal for the participation in cricket.

## Attending symposium.

## Participating in games like cricket.



**Date of Birth:** 10, May 1988

**Languages Known:**  Hindi, English.

**Hobbies**: playing cricket, Watching TV, Listening to music, reading news paper & articles(related to sport)

**Permanent Address**: H.NO.-143 Near- kitply factory, bank colony ,Vishnu vihar ,RAMPUR (U.P)

**References:** Available on Request

(ABHINASH RATHOR)