**Raghvendra K B**

Mobile: **9480332368** Email: [raghu\_badiger@yahoo.com](mailto:raghu_badiger@yahoo.com)

**Career Vision**

To seek a progressive career in Marketing and Sales by contributing my knowledge for organizational growth . Believe in Giving the best for the industry.

**Summary**

* An astute management graduate with 4 yr’s rich experience in Banking .
* Par excellence possessing good communication and presentation skills.
* Ability to work under pressure and achieve deadlines .

**ICICI Bank Ltd. Bangalore Sales Officer May’2011 to Till Date**

Job Responsibilities

* Planning the daily activity as Relationship Officer and generating at least 15 leads per day to achieve my monthly target.
* Overachieving the monthly target assigned.
* Achieving the target No’s and Value by doing the activities and campaigns in my catchment like Joggers Park, Society based , Smart ATM, Money Plant and Play School.
* Maintaining the Team Daily Sales Report and cross checking.
* Catchment mapping of the areas under me.
* Enhancing the liabilities business of the branch which mainly covers CASA, and Term deposits and third party products.
* Handhold the executives to improve their existing shortcomings while customer interactions.
* Maintaining relationship with existing clients and acquiring business tie-ups with the business associates.
* Giving financial solution suitable for tax saving and customer specific.
* Cross selling of Third party products like Gold, General insurance, Life insurance.

ING Vysya Financial Services Senior Sales Executive Aug’ 2010 to May’2011

Job Responsibilities

* Responsible for acquisition of HNI CASA accounts
* Designing and implementing market driven activities.
* Meet HNI customers of the branch.
* Serving and cross selling according to their needs.
* Maintaining the team in activities of high profile area.

**Achievements**

* Qualifying in ‘**JALDI 5**’ for the period of AUG 2010 – 1 month.
* ‘**HEROS OF PAT**’ in OCT 2010 - Pan India 3rd place.
* ‘**JO OLYMPIC**’ winner SEP 2011.
* Achieved Certificate of Excellence for “**ICICI ALL STAR**” from ICICI BANK-May - June2012
* Achieved Eight Certificate of Excellence for “**STARS OF SOUTH**” from ICICI BANK In -2013
* Won appreciation certificate for exceptional performance in NRI business i.e “ **NRI 1,2 Ka 3**”

**Education**

2010 **MBA** (Marketing and HR) from RVIM, Bangalore University, Result – First Class.

2008 **BCom.** Karnataka University, Dharwad, Result - Distinction.

**Internship and Project:**

* Organization study at DKS Sugar Factory Ltd. Chikodi, Belgaum in partial fulfillment of

MBA Degree.

* A dissertation on “Customer Satisfaction towards Royal Enfield at Bangalore Centre”.

**Other Certifications**

DCTTC - Diploma in Computer Teacher Training Course from KEONICS.

**Hobbies**

Swimming, Dance,Reading , Yoga & Meditation .

**Personal Details**

Date of Birth **:** 1st June 1985

Gender **:** Male

Marital Status **:** Married

Nationality **:** Indian

Languages Known **:**  Kannada, English and Hindi.

Permanent Address **:** Athani Taluk, Darur Post, Belgaum District- 591304

Present Address :No 337 3rd Floor

5th Main 3rd Phase

Manjunthnagar Bangalore -560010