**CURRICULUM VITAE**

**Rakesh N**

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**CAREER OBJECTIVE**

Seeking a position to utilize my skills and abilities in the most challenging environment that offers professional growth while being resourceful, innovative and flexible to the organization.

**EDUCATION QUALIFICATION**

* B.Tech in **Computer Science and engineering** **(2004-2008)** from JNTU.
* Intermediate: Board of Intermediate Education **71%** aggregate.
* S.S.C: School of Secondary Certificate with **75%** aggregate.

**ACHIEVEMENTS**

* Sun Certified Java Programmer (SCJP)
* **Stood First** in Inter College Group Discussions.

Topic: **The affect of Internet on the present generation**

* Participated in college and school level debate and essay competition and received applauds

**WORK EXPERIENCE**

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| **ICICI BANK** | **Junior Officer** | **Feb 2012 to till the date** |

* Maintaining relationship with customers and providing updates on their account details to make sure minimum balances are maintained.
* Responsible for opening New Savings & Current accounts.
* For every month I have a target of 15 savings and 3 current accounts in privilege mix is 10% of my account sourcing
* Tracking of week by week balances of NCA (New customer acquisition) and generating reports.
* Generating business from the NCA customers like (FD, RD, Assets, L.I, Forex and SIP) and improve customer – bank relationship.
* For existing customers fix an appointment for investments (tax saving plans, mutual funds, IDFC bonds’ fixed deposits).
* Conducting weekend events at (apartments, societies, schools residential areas, commercial complex) and providing reports to manager on the feedback and response.
* Conducting Product presentation sessions with premium customers and converting to a business opportunity.
* Attending Joint call with Branch Manager if any HNI(highly net worth individual)
* On-boarding appointment with customer post activation of account regarding any service issues activation of alternate channels (net banking, mobile banking, debit card )
* Passing on the leads to asset team if any Home loan, Auto loan, jewel loan, personal loan, credit cards etc. were found.
* Performing Quality checking on the documentation received from various customers
* Providing weekly and monthly business update reports and presentations to the superior.
* Month on month checking the ERV (existing relationship value) status whether maintaining committed balances or not.

**PERSONAL SKILLS**

* Comprehensive problem solving abilities, excellent verbal and written communication skills, ability to deal with people diplomatically, willingness to learn team facilitator hard worker
* Served as a Management Trainee on behalf of **Concern India Foundation**, soliciting donations from all communities of the society
* Delegated suggestions and duties to other team members

**EXTRA CURRICULAR ACTIVITIES**

* Captain of school cricket team.
* Event organizer in all school and college annual day functions and other technical events.

**DECLARATION**

I hereby declare that the above-furnished information is true to the best of my knowledge.

**(RAKESH N)**