### Raman Kumar

# Mobile: 9619060347

# Email:-raman88bvp@gmail.com

**CAREER OBJECTIVES:**

Seeks an appropriate position for working with an organization having a strong vision and mission to enhance its growth and development providing simultaneous opportunities for strengthening the foundation of my own self and further enhance my knowledge.

**WORK EXPERIENCE:**

Organization : Yes Bank Ltd.

Designation : Financial Partner

Duration : April 2016– till date

**Roles & Responsibilities**

* New HNI & Ultra HNI Customer Acquisition.
* Responsible to generate business through existing as well as New Client.
* Responsible for Month on Month CASA Book Value Growth
* Handling HNI and Ultra HNI customers investment
* Responsible for generating Revenue through Sales Target.
* Follow up with customers in case for new business.
* Updating customer information.

Organization : ICICI SECURITIES LTD.

Designation : Chief Relationship Manager

Duration : Sep 2013 – Mar 2016

**Roles & Responsibilities**

* New Retail, HNI as well as Ultra HNI client Acquisition
* Generating Revenue through Online Trading and Through other offline Investment Product
* Strategically grew business through product segmentation.
* Providing training to the customer for Online Trading.
* Cross selling Investment Product Like-Insurance, Mutual Fund, PMS, Structure Product.

Achievements

* Get rewarded with “STAR OF THE MONTH”-May 2016 in Yes Bank
* IRDA Certified
* AMFI Certified
* Achieved Silver Prize in “SHIKHAR” – PAN India LI Contest
* Rank – 3 Relationship Manager in Mumbai Region in August, 2014.
* PAN India Rank – 5 RM – Qualified for Goa Competition
* Rank-1 Relationship Manager in Mumbai Region for Fixed Depost in 2015
* Rank-1 Relationship Manger in Mumbai Region in April,2015

**Computer Skills**

* Microsoft Office (Word, Excel, Power point & Outlook)
* Well versed with internet

**ACADEMIC QUALIFICATION**

* MBA (Finance) from Shri Shivaji Maratha Society’s IMR, Pune University, Pune with 58% in July 2013.
* BHMCT from Bharati Vidyapeeth University, Pune, with 53% in July 2010.
* 12th H.S.C. from Patna Collegiate School, B.I.E.C., Patna with 59% in February 2006.
* 10th S.S.C. from Inter High School, Naugachia, B.S.E.B. with 67% in March 2003

PERSONAL SUMMARY:

Date of Birth : Feb 9th, 1988

Father’s Name : Mr. Surendra Prasad Singh

Marital Status : Married

Language Known : English, Hindi, Marathi and Basic French

Hobbies : Cooking,Playing & Watching Cricket

I hereby declare that the above information furnished by me is authentic to the best of my knowledge.

Date:

Place: (Raman Kumar)