RAJEEV KUMAR PANDEY

A-56, Giri Marg, Mandawali, Delhi-110092

Mobile No: 9654830533/8800649720 Email id: rajeev\_sirsia@yahoo.co.in

Objective

#### Desire to work in a creative environment where I can expand my knowledge and hard work to obtain a challenging career for professional growth.

#### **WORK EXPERIENCE**

**Organization:- Indusind Bank Ltd. Designation: -ARM**

**Duration: -**January 2014 to till date **Branch: –Naraina**, Delhi

**Job Profile: -**

* Acquire Trade & FX client to generate revenue from trade txn.
* Generate leads of BBG, LAP, CREDIT CARD, HL & other banking products.
* Growth of current account books and deepening of month end balance.
* Generate leads of retail trade forex clients.

**Organization:- Yes Bank Ltd. Designation: -CRP**

**Duration: -** Sep2012 to Till January 2014  **Branch: –Kamla Nagar**, Delhi

**Job Profile: -**

* Prospect Generation and increasing the sales of the Bank’s Current, Savings account and FD for completion of basic target.
* Approaching to the new customers and existing customers for cross sell of Max Life Insurance and Bajaj Life Insurance and Bajaj General Insurance and mutual funds.
* Increasing the month end balance in existing a/c.

**Organization: - Bajaj Capital Ltd. Designation: - Asst Financial Planner**

**Duration: - Dec .2011 to Jun 2012Branch: - Vaishali**

**Job Profile: -**

* Generate the prospect from existing as well as new clients to acquire the business through financial planning path.
* Dealing with various investment solutions to the customer like companies FD, Mutual Funds, Life Insurance, and General Insurance and Post Office schemes.
* Approaching to the existing as well as new clients for loan products and investments in real estate.
* Maintaining the relationship with the clients by regularly updating them new investment solutions.

**Organization:- Kotak Mahindra Bank Ltd. Designation: -Deputy Manager**

**Duration: -** Nov. 2007 to Oct. 2011  **Branch: –Sadar Bazar**, Delhi

**Job Profile: -**

* Prospect Generation and increasing the sales of the Bank’s Current, Savings account and FD for completion of basic target.
* Responsible for the portfolio maintenance in terms of AQB, depletion, productivity at the desired level by ensuring good flout in the accounts.
* Approaching to the existing as well as new customer for PL/OD, LAP, CC for the cross sell targets.
* Approaching to the new customers and existing customers for sourcing the insurance for KLI.
* Maintaining relationship with existing HNI customers by giving them door step services.
* Increasing the month end balance in existing a/c.

**Rewards & Recognition:**

* Joined as an Asst Manager and promoted as Deputy Manager.
* Received the **Achiever Club Membership Certificate** by Group Head-Retail Liabilities & Branch Banking for consistent performance.
* Received the **Certificate Of Appreciation** for selling Life Insurance from Area Manager Of Kotak Life Insurance.
* Received the Certificate for winning the title of **Big Conqueror** from National Head- Acquisition for selling life insurance

**Organization:- AXIS Bank Ltd. Designation: -Business Development Executive**

**Duration: -** May 2006 to Nov.2007  **Branch: –**Karkardooma, Delhi-92

**Job Profile: -**

* Prospect Generation and increasing the sales of the bank’s saving / current account for completion of basic target.
* Increasing also the business of Merchant acquiring service, salary a/c, Demat A/c, Online trading A/c, FD, RD and all type of other liability business.
* Approaching to the existing customer and new customer for MetLife insurance & mutual funds.
* Achieving the daily targets and reported to the branch sales officer (Deputy Manager) and a weekly report to the Beachhead.
* Maintaining relations with existing HNI customers by giving him door step services and gifts etc.
* Formulating and implementing Sales Promotion activities like canopy, invitation letter to residential area and industries through data.

**KEY STRENGTH AREAS**

* Ability to generate business from upcoming market/business area.
* Confidence
* Marketing skills

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###### **Professional Qualification**

‘A’ Level Course in Computers from DOEACC, INDIA, in2004.

###### **ACADEMICQualification**

Graduation (Arts) LucknowUniversity (Lucknow) 2002.

Intermediate (Science-Math) U.P. Board 1998.

High School (Science) U.P. Board 1996.

###### **Computer Skills**

* Operating Systems: DOS, WINDOWS - XP
* Office Automation: MS – Office
* Internet

#### **Personal Information**

**Father's Name:** Sri H.P.Pandey

**Date of Birth**:27th Nov 1981

**Marital status**:Married

**Hobbies:** Travelling, Reading books.

## **Permanent Address**: Vill-Sirsia, Post & Distt- Balrampur, (U.P.)-271201

**Date:**

**Place: -**DELHI - 110092 (Rajeev Kumar Pandey)