**RESUME**

**PRIYANKA SANJAY LADE**

25 /2 Panchsheel Niwas,

Bhatwadi, Ganesh Chowk,

Kisan Nagar No.3

Thane West – 400604

Mobile: 9820250469

Email ID:- [ladepriyankasmailbox@gmail.com](mailto:ladepriyankasmailbox@gmail.com)

OBJECTIVE

To work in a highly competitive environment where my skills can be utilized and where I can add value to the organization by my dedicated service.

CORPORATE EXPOSURE

* **Organisation: HDFC BANK LTD**
* **Designation: Sales Executive**
* **Duration: 15th July 2008 to 8th Oct 2011**
* **Brief Role**:
* Sales of credit cards, handling walking customers.
* Build relationship through RM & Manage RM Portfolio. Solving customer queries & generate the leads.
* Having Knowledge of Finware and Host.
* Provide customer service and product information.

**Organization: Kotak Life Insurance Ltd**

**Designation: Relationship Manager**

**Duration: 11th Oct2011 to 3rd July 2012**

**Brief Role:**

* Acquire customers and generate the targeted amount of premium - Deliver Complete Product Information to Customers
* Cross sell and up sell products to existing customers & build portfolios
* Advice customer for life insurance benefits, it is saving instrument also how it will help to save your taxes .Update all product knowledge by attaining training program arrange by company.
* Maintainig the good relationship with existing customer for generating Business.
* To offer the products to the clients according to their needs and to close the deal.

Organization: **ING Life Vysya Bank Ltd.**

Designation: **Senior Sales Executive**

Duration: **5th July2012 to 28th June2013**

**Brief Role:**

* Account Opening - Current account & Saving account/FD.
* Maintaining the good relationship with existing customer for generating Business.
* Provide customer service and product information.

Organisation: **Kotak Mahindra Bank Limited**

Designation: **Asst. Acquisition Manager**

Duration: **2013 to Till Date**

**Brief Role:**

* Managing the branch business in new customer acquisition in premium current accounts.
* Generating revenue for branch through Cross Sell products (Life-Insurance, General Insurance, Home Loan, Personal Loan, LAP, Credit Card, Etc).
* Daily meetings, business planning, business activities for CA acquisition With Sales manager.
* Have knowledge of trade product sales.
* Have opened new to bank global trade ac in a span of 4 months.
* End to end execution of client request following up with branch.

**EDUCATIONAL QUALIFIACTIONS**

|  |  |  |
| --- | --- | --- |
| EXAMINATION | YEAR OF PASSING | BOARD/UNIVERSITY |
| B.A | March, 2011 | Mumbai University |
| HSC | March, 2008 | MSB ( Mumbai ) |
| SSC | March, 2006 | MSB ( Mumbai ) |

COMPUTER KNOWLEDGE

* **MSCIT**

ACHIEVEMENTS

* Qualifying **UDAN Contest** in the month of May & June for more accounts in Cluster.
* Qualifying **Jaldi 5 Contest** prize in Kotak Mahindra Bank Co.
* Won **Samsung Galaxy Tab in JFM** in Kotak Life Insurance.

**Personal Information**

Name : Priyanka Lade

Date of Birth : 10th Aug, 1988

Nationality : Indian

Marital Status : Single

Languages Known : English, Hindi and Marathi

**DECLARATION**

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

Place:

Mumbai (Priyanka Lade)