**Resume**

Sanjeev Kumar

Associate Relationship Manager- Emerging Corporate Group

Indusind Bank Limited, Naraina Branch, Delhi.

***PERSONAL SNAPSHOT***

* A keen strategist with more than six years of experience across diverse facets such as Trade Forex, diversified Liability Products, CMS Facilties and Term Loan etc.
* A package of strong technical, banking, finance and marketing domain wrapped in the best of interpersonal skills.
* Possess excellent communication and organizational skills with demonstrated abilities in team management and customer relationship management.
* **Associate Relationship Manager (Deputy Manager) - Indusind Bank Ltd.**

Since August 13

Job Responsiblities:

* Acquition of Trade and current accounts.
* Handling the Trade trasactions and revenue generation.
* Servicing of TFx clients.
* Granular growth in the portfolio–ensuring each customer in the portfolio to grow in value over the March base
* Deepening of relationship
* Enhance the value of existing accounts of CASA customers, retention of accounts.
* Cross Sell products - LAP/HL, Cash Credit, Business Loan, Life Insurance etc.
* **Assistant Manager – Kotak Mahindra Bank Ltd.**

From July’10 to August 13

Job Responsiblities

* To be well verse in the KYC across the banking products with emphasis more on the corporate accounts & HNIs
* Focus on creating leads for offering financial solutions for credit requirements, cash management and trade financing.
* Deepen the current accounts (liabilities) and cross sell wealth management products
* Based on CRM, meet and understand the client requirement; business development of clients based on identified select industry segments.
* **C.S.E. (Contractual)- HDFC BANK.**

From Apr. 2010 to June 2010.

August 2009 to Dec 2009.

Job Responsiblities

* Handle the growth and achievements of the business by sourcing accounts (CASA) and other services.
* Sourcing of the third party revenue generation for the bank e.g. sourcing of LI, GI and Loan products etc.
* **Business Development Executive (Contractual) – ICICI Bank Ltd.**

From Jan. 08 till August 09.

Job Responsiblities

* Handle the growth and achievements of the business by sourcing accounts (CASA) and other services.
* Sourcing of the third party revenue generation for the bank e.g. sourcing of LI, GI and Loan products etc.
* **Academic Qualifications**
* Bachelor of Commerce(B.Com) from B.R.A. Bihar University (1999-2003)
* Senior-Secondary Exam. Passed from Bihar Intermediate Educational Council, Patna. (1999)
* Secondary Exam. Passed from Bihar Board. (1997)
* **Computer Proficiency**
* Office Management Solutions : MS Word, MS Excel, Power-point

and Internet.

* Platforms : Windows
* **Personal Details**

Father : Mr. Ram Chandra Singh

Date of birth : 5th, January 1982

Linguistic Ability : English, Hindi

Marital Status : Married

Strength : Strong Determination, Patience and Punctuality.

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Patel Nagar, New Delhi-110008

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Date: - (Sanjeev kumar)