SAMEER KUMAR MISHRA

Email: [sameer.skm130@gmail.com](mailto:sameer.skm130@gmail.com) Mobile: (+91) 9778616044

Curriculum Vitae

**Synopsis:** Result oriented MBA (Marketing and HR) with 4 and ½ years of banking and financial experience, Very good with digital skills,Thrives working in collaborative team environment and focused on learning and development.

**Professional Experience:**

**Mar 2013 till date KOTAK MAHINDRA BANK LIMITED**

**Asst. Manager – Retail Liabilities**

In my current role at the Bank, I am responsible for managing customer relationships for the region and working for developing new customer base.

* Managing existing customer relationship for the bank
* Working on developing new customer base in the region
* Process customer requests and work to improve customer satisfaction in coordination with Bank’s regional leadership
* Devising promotional plan for in-house banking products targeting specific customer segments
* Develop plans to cross sell Life Insurance, Securities Product and Gold products to the Internal & External customers
* Develop and implement various marketing activities for brand awareness and loyalty amongst customers
* Make and deliver presentations in team building events for the bank and quarterly meetings
* Managing compliance for internal KYC (Know Your Customer) initiatives

**Key Achievements**

* Played a key role in establishing Kotak Mahindra as a major player in the region in a short span of time.
* Played an instrumental role in developing relationships with corporate/business segments(Vedanta, Bhushan Steel and other corporate sector in the region)
* Marketing Champ for the region.

**May 2010 to Mar 2013 HDFC BANK LIMITED**

**Senior Sales Executive**

* Mentoring 2 Sales Executives, responsible for their productivity and over all development
* Acquisition of new customers &retention of old customer relationships
* Process customer requests and work to improve customer satisfaction in coordination with Bank’s regional leadership
* Major focus was to promote in-house products like CASA, TD and Asset products
* Managing communication and coordination between different verticals of the bank like Retail Assets Group and Branch Retail Banking Group to enable priority customers get their preferred service at the bank

**Key Achievements**

* Played a key role for the Bank in establishing HDFC Bank as the leading player in this important region of Orissa
* Awarded for being in Top-5 of HDFC Bank, Odisha.
* Won Scholarship Talent Test at Schooling.

**Additional Certification:**

AMFI: NISM Series V-A, Mutual Fund Distributor Certification Examination in October, 2014.

IRDA: Certification in life insurance from Insurance Institute of India in December 2014.

**Educational Qualifications:**

Master in Business Administration from Rourkela Institute of Management Studies (RIMS); National Board of Accreditation (NBA) approved and affiliated toBijuPatnaik University of Technology (BPUT) in 2010.

Bachelor of Science in Life Sciences from Sambalpur University, Orissa in 2008.

**Personal Profile:**

Date of Birth - 16.07.1988

Father’s Name - SatyanarayanMishra

Address - C/o – RakeshRoshan Mishra

Juniper, C – 801, SalarpuriaGreenage

Bomanahalli, Near Oxford Institution

Bangalore

Email: [sameer.skm130@gmail.com](mailto:sameer.skm130@gmail.com) Mobile: (+91) 9778616044

Marital Status - Single

Languages - English, Hindi and Odia

Other Interests - Visiting new places and making friends