**Dharmendra Singh Mobile:** 09303478332

**E-Mail:**-dhanraj.singh1@gmail.com

**To secure a challenging position in an organization for organizational growth and self-development.**

**SUMMARY**

* Completed **B.Com** From APS University Rewa.
* Presently associated with ***Indusind Bank Ltd.***
* Strong analytical, strategy skills developed through various project undertaken & Training undergone during the academics.
* A good communicator with advanced presentation skills possessing ability of working under tight deadlines.
* Highly self-motivated and goal-oriented professional equipped to operate in a professional environment.
* Total Work Experience 4 years in Branch Banking.

**EDUCATIONAL QUALIFICATIONS**

B.Com APS University Rewa

Intermediate M.P BOARD BHOPAL

High School M.P BOARD BHOPAL

**WORK EXPERIENCE**

**Indusind Bank Ltd 30th  june’14 To Till Date**

**ARM(Associate Relationship Manager)**

* Strictly followed the laid down procedure of audit and compliance.
* Personal banking of all the HNI Customer
* Marketing of Bank products through various sales promotion activities and direct sales.
* Activities related to achievement of CA Deposit in addition to third party products by way of cross sales and up sales.Source EXIM CA Tarde n Forx.
* To increase the productivity and welfare of the bank through effective relationship and post sales services.
* Strictly followed the laid down procedure and system of the bank and KYC norms.
* To reach the minimum threshold of target every month, quarter & yearend & won many of internal contest related to CA deposits and third party product.
* Exposure to: Back office operation as well as Front office operation.
* Good coordination Importer and exporter Clint .
* Update and maintain CA funding.
* Financial Product Sales , Market Research and Analysis:
* Sales lead generation from target market.
* Analyze Products(EXIM current a/c ,) and update relevant info
* Tracking and identifying relevant happenings and news coverage
* Trade and Forex services for Importer and exporter Clint
* Key learning : Marketing and Sales of Current Account, Insurance Product and All the functions of Back office as well as Front office operation and Time management

**Notable Contributions**

* Successfully met organizational sales Targets

**Present CTC:- 3.00 LPA**

**DCB Bank Ltd 26th  Nov’13 To 26 June14**

**officer**

* Strictly followed the laid down procedure of audit and compliance.
* Personal banking of all the HNI Customer
* Marketing of Bank products through various sales promotion activities and direct sales.
* Activities related to achievement of CASA Deposit in addition to third party products by way of cross sales and up sales.
* To increase the productivity and welfare of the bank through effective relationship and post sales services.
* Strictly followed the laid down procedure and system of the bank and KYC norms.
* To reach the minimum threshold of target every month, quarter & yearend & won many of internal contest related to CASA deposits and third party product.
* Exposure to: Back office operation as well as Front office operation.
* Good coordination with HNI client.
* Update and maintain casa funding.
* Financial Product Sales , Market Research and Analysis:
* Sales lead generation from target market.
* Analyze Products(current, saving a/c ,) and update relevant info
* Tracking and identifying relevant happenings and news coverage
* Cross Selling of KCC, Tractor Loan and ATL.
* Key learning : Marketing and Sales of Saving ,Current Account, Insurance Product and All the functions of Back office as well as Front office operation and Time management

**Notable Contributions**

* Successfully met organizational sales Targets

**Present CTC:- 2.29 LPA**

**ICICI BANK Ltd 25 st July’11 To 5th Nov2013**

**Junior Officer**

* Strictly followed the laid down procedure of audit and compliance.
* Personal banking of all the HNI Customer
* Marketing of Bank products through various sales promotion activities and direct sales.
* Activities related to achievement of CASA Deposit in addition to third party products by way of cross sales and up sales.
* To increase the productivity and welfare of the bank through effective relationship and post sales services.
* Strictly followed the laid down procedure and system of the bank and KYC norms.
* To reach the minimum threshold of target every month, quarter & yearend & won many of internal contest related to CASA deposits and third party product.
* Exposure to: Back office operation as well as Front office operation.
* Good coordination with HNI client.
* Update and maintain casa funding.
* Financial Product Sales , Market Research and Analysis:
* Sales lead generation from target market.
* Analyze Products(current, saving a/c ,MF) and update relevant info
* Tracking and identifying relevant happenings and news coverage
* Cross Selling of KCC, Tractor Loan and ATL.

**Notable Contributions**

* Successfully met organizational sales Targets

**Present CTC:- 1.7 LPA**

**HDFC BANK Ltd 12 st FEB’10 To 7th APRIL2011**

**CUSTOMER SALES EXECUTIVE**

* Marketing of Bank products through various sales promotion activities and direct sales.
* Activities related to achievement of CASA Deposit in addition to third party products by way of cross sales and up sales.
* To increase the productivity and welfare of the bank through effective relationship and post sales services.
* Strictly followed the laid down procedure and system of the bank and KYC norms.
* To reach the minimum threshold of target every month , quarter & yearend & won many of internal contest related to CASA deposits and third party product .
* Exposure to : Back office operation as well as Front office operation .
* Good coordination with HNI client.
* Update and maintain casa funding.
* Financial Product Sales , Market Research and Analysis:
* Sales lead generation from target market.
* Analyze Products(current, saving a/c ,MF) and update relevant info
* Tracking and identifying relevant happenings and news coverage
* Key learning : Marketing and Sales of Saving ,Current Account, Mutual Fund,IPO, D-mat A/C, RBI Bond ,Insurance Product and All the functions of Back office as well as Front office operation and Time management

**Notable Contributions**

* Successfully met organizational sales Targets

**Present CTC:- 1.1 LPA**

**Beyond Curriculum**

* District player of WRESTLING**.**

**PERSONAL VITAE**

**Father Name** : Mr SABHAJEET SINGH

**Date of Birth :** 4th DEC. 1984

**Address : GRAM KOILARI TEHSIL KIRAKAT DIST JAUNPUR (U.P)222142**