***RESUME***

Pooja. D. Kamble

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**Career Objective:**

With considerable experience of handling and motivating a team of banking professionals, I

aspire to find a leadership position in an esteemed bank where I will be responsible for

garnering profits and extending customer bases. .

**Academic Qualification-**

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| --- | --- | --- | --- | --- |
| **Qualification** | **College/school** | **University/Board** | **Year of passing** | **%** |
| TY B.Sc. | St. Miras college | Pune university | 2013 | 51.63% |
| H.S.C | N.M.V girls Junior College | Maharashtra Board | 2010 | 55.50% |
| S.S.C | St. Joseph High School,Pune-1 | Maharashtra Board | 2008 | 71.92% |

**Work Experience:**

**1.Unique Classes,Pune, Science Teacher ,2010 to 2013**

• ∙ Teaching whole Science Syllabus to 8th and 9th standard students.

• Conducting tests for the same and improving the students performance.

• Successfully handled Science teacher profile for 3years.

**2.ICICI Bank, PUNE. NRI Sales Officer, 2013 to present**

• ∙ Working with ICICI Bank Ltd since 24months as NRI Sales Officer

• Successfully handled new NRI Account acquisition

• Generated new business & achieved targets.

• Applying new ideas in sales strategies that help to meet the hard targets and deadlines

swiftly.

• ∙ Detailed knowledge about KYC guidelines for Resident as well as Non Resident Savings a/c.

**Career Achievements:**

• Awarded three times in 24months for achieving excellent number of sales targets.

• Strong sales and service skills.

• Ability to make independent decisions.

• Ability to identify, respond and resolve the diverse needs of the customer.

• Setting the own goals of sales target and completing them within the decided time frame.

**Skills & Expertise:**

• Proficiency in all Microsoft Office applications.

• Strong presentation skills.

• Exceptional verbal and written communication skills.

• Capable in leading the sales professionals team and drive sales goals.

• Strong competitive drive and work ethic to succeed.

**Personal Details:**

Date of Birth : 26th March 1992

Gender : Female

Marital Status : Single

Nationality : Indian

Language : English, Hindi, Marathi.

Hobbies : Listening Music and Reading.

Permanent Address : 42, Koregoan Park, St. Gadage Maharaja Vasahat, South Main Road, Pune­411001.

**Declaration :**

I hereby declare that the above­mentioned information is correct up to my knowledge and belief.

Date:

Place:

Pooja . D . Kamble