**CURRICULUM VITAE**

**NEERAJ TRIPATHI**

Address: KH-85, Kavi Nagar

Ghaziabad. 201002

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**objective**

To blend technical and professional knowledge to achieve organizational and personal

goals through strategical planning and combination of short term and long term goals.

**WORK EXPERIENCE**

* ***Senior B.D.E.*** Corporate Sales in **ING Vysya Bank Limited.** (June2010-June2011)

***Key Role***

* To Handle the Corporate Salary Accounts& Service.
* To source new accounts, and maintain good relationships with Corporate.
* Responsible for cross selling other financial products.
* To identify customer needs, assessing their risk appetite and providing them investment options.
* **Relationship manager** in **ICICI Securities Ltd**.

(June2011-Jan2013)

***Key Role***

* To acquire new clients and to provide service to existing ones mapped by company
* To update clients about the various investment options like Tax-Free Bonds, IPO’s and other tax savvy products.
* Cross selling of insurance products like GI, LI and also Home Loans.
* To generate brokerage and activate dormant clients.
* **Assistant manager** in **Kotak Securities Ltd**.

(Jan2013-Till date)

***Key Role***

* To acquire new clients by the leads provided as well as by self sourcing.
* To sell equity based products like IPO’s, Bonds, Auto invest, Mutual funds etc.
* To maintain good relationship with the clients so as to retain them upto maximum stretch possible.
* To visit corporates so as to make a bulk deal of accounts by providing them some extra benefits.

**PROFESSIONAL QUALIFICATION**

**M.B.A. *from IPEM, Ghaziabad*** in 2010(Affiliated to U.P. Technical University,Lucknow) with an aggregate of 66%***.***

**ACADEMIC QUALIFICATION**

**Arts Graduate** from ***R.M.L.*** Awadh University Faizabad in 2007 with an aggregate of 59.7%.

**12th***from* ***K V Amhat Sultanpur*** in 2004 with an aggregate of 59.8%.

**10th** from ***K V AMC Lucknow*** in 2001 with an aggregate of 65%.

**SUMMER TRAINING PROJECT**

* **Corporate Banking and Level of Customer Satisfaction on Salary Accounts** in HDFC Bank Ltd.

**RESEARCH PROJECT**

* Comparative Study Of Customer Satisfaction in Quick service (Restaurants Barista and Café Coffee day) Industry.

**INDUSTRIAL VISIT**

* Mother Dairy Laxmi Nagar, New Delhi.
* Parle Manufacturing Unit Neemrana, Rajasthan.

**HOBBIES & INTEREST**

**1.** Making Corporate Links and PR.

**2.** Net Surfing.

**3.** Reading religious books

**Strength**

* Smart worker and passionate
* Boldness & Strong Willpower.
* High Convincing Power.
* Adjustable in any organization.
* Excellent Communication skills.

**PERSONAL DETAILS**

Name                                                     **:**              **Neeraj Tripathi.**

Father’s Name                                    **:**              Shri Surendra Prasad Tripathi.

Occupation                                           **:**              Service.

Date of Birth                         **:**              16-10-1984.

Marital Status                                      **:**              Married.

Nationality                                             **:**              Indian.

Language Known                                        **:**             Proficient English and Hindi,

Basic German.

Permanent Address                             **:**      Gomti Nagar East (Kasba), Post.-K.N.I.T,

Distt.-Sultanpur (U.P.) PinCode:228001.

**DECLARATION**

 I hereby declare that the above mentioned facts are true to best of my knowledge and no fact has been concealed.

**Date:**                                                                  ***(NeerajTripathi)***