**KUNWAR UMANG KUMAR**

**Parmanent Address:**

H.No- 13/A

Chandra Vihar Colony,

Near C.M.R.I colony

Dhanbad- 826001

Jharkhand

**E mail id**- kunwarkumar@yahoo.com

**Mobile**: 08879280124

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**Objective-**

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| Intend to build career in a leading corporate with committed & dedicated people, which will help me to explore myself fully and realize my potential, willing to work as a key player in challenging & creative environment. |

**Snapshot**

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| * **A Result oriented professional having 2 years and 10 months of experience in Retail Banking.** * **Presently associated with ICICI Bank Ltd. (Retail Banking Group), Mumbai as Assistant Manager. r   (Privilege Banking)** * **Successfully completed Pgdbm in Marketing from BHarati vidyapeeth ,Mumbai in 2011**. * A **keen planner, strategist & implementer** with expertise in establishing & managing entire operations with key focus on top line & bottom line profitability by ensuring optimal utilization of resources. * An **effective communicator** with ability to interact effectively with people at all levels. |

**Organizational Experience**

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| Since May’11 with ICICI Bank Ltd. (Retail Banking Group),  As Relationship Manager (Privilege Banking)  **Accountability**   * Monitoring Sales and efficiently providing Privilege Banking Services to HNI and Wealth Customers. * Handling acqusition of new customer through effective self sourcing and relevent reference. * Supervising Sales and Services of Assets, Liability and Fee Products which comprises of CASA, Deposits, Loans and Investment.Products. * Showing demonstrative abilities by providing Foreign Exchange and NRI Services to NRI Clients. * Advising Investment options and portfolio managment services.   **Attainments:**   * Successfully organising Society Events for Enhancing Sales in the Catchment Area. * Won contest for achieving monthly target. * Top Acheiver for Mutual Fund sales for year 2012-2013. |

**Key Responsibility-**

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| * Key account handling * Monitoring Sales and efficiently providing Privilege Banking Services to HNI and Wealth Customers. * Handling acquisition of new customers through effective self sourcing and relevant references * Supervising Sales and Servicing of Asset, Liability and Fee Products which comprises of CASA, Deposits, Loans and Investment Products. * Showing demonstrative abilities by providing Foreign Exchange and NRI Services to NRI Clients * Maintaining and developing effective relationship with the key clients * Advising Investment options and portfolio management services |

**Academics-**

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| * **Degree** | * **Institution** | * **University /** * **Board** | * **Year of passing** |
| * PGDM (MARKETING) | * B.V.P | * B.V.P Mumbai | * 2011 |
| * B.Com | * INDIRA, Pune | * Pune University | * 2008 |
| * Intermediate | * Delhi Public School * Dhanbad | * C.B.S.E. | * 2004 |
| * Matriculation | * Delhi Public School, Dhanbad | * C.B.S.E. | * 2001 |

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| * **IT Skills** |

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| * Finacle Core Banking Solution, FCRM, Finone * MS Office * Internet Savy |

* **Personal profile -**

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| **NAME :** Kunwar Umang Kumar  **Date of birth :** 20.08.1986  **LANGGUAGE :** English and Hindi |