**CORRESPONDENCE ADDRESS:- PERMANENT ADDRESS:-**

509/6,Jene Jimi Villa, H.NO.9-115A

Near Audit Bhavan,Porvorim, New Municipal office Rd,

Goa- 403521 Panyam – Kurnool(Dist)

**CONTACT NO**:-+91-84088-82478 Andhra Pradesh

**EMAIL ID**:-kvajith2012@gmail.com

**CAREER OBJECTIVE:-**

**To attain a Position which Offers Challenges and Growth Along with Opportunities to Enrich My Knowledge, While Contributing My best to the Organization.**

**SUMMARY:-**

**Work Experience: - ICICI BANK LTD - 16 May 2014 to TILL DATE**

**GLOPORE IMS - (aUG 2012 – JUL 2013)**

**Educational Qualification: - PGDB IN ANKING FROM MANIPAL UNIVERSITY**

**Bachelor of technology (Year 2011)**

**PROFESSIONAL EXPERIENCE:-**

**ICICI BANK LTD – BRANCH SALES MANAGER – MAY 2014 to Till DATE:-**

* Responsible for leading a team of 5-6 members of outbound as a channel and ensuring the quality and productivity in day to day sales activity of self and team.
* Responsible for acquisition of new customer to the bank by working on cold calls, activity planning, mapped reference data.
* Ensuring that the team members have enough knowledge about the various products offered by the bank.
* Handling of Escalated Customer Complaints & Requests pertaining to all current account related queries.
* Handling of various applications used by the bank for outbound channel like CRM & Direct banking tracker.
* Ensuring the quality in sourcing of NCA customer and productive time management.
* Complete handling , processing , checking and reporting of current account
* Attending to the HNI & wealth clients regarding the queries related to current account
* Responsible for improving the book size of the branch by self contribution.

**TRAINING & CERTIFICATIONS:-**

* Post Graduation Diploma in Banking by Manipal University(Bangalore)
* Certified in **AMFI** – Mutual Funds (Advisors) Module
* Certified in **NISM**- Depository operations Module

**ACADEMIC QUALIFICATION:-**

|  |  |  |  |
| --- | --- | --- | --- |
| **Course** | **Year Of Passing** | **School /College / University** | **CGPA** |
| PGDB | 2014 | Manipal University | 6.7 |
| Bachelors of Technology | 2011 | AVR & SVR College of Engineering & Technology (JNTU University) | 6.2 |
| Intermediate (12th) | 2007 | SVSS Junior College | 7.1 |
| S.S.C (10th) | 2005 | CHALAPATHI RESIDENTIAL SCHOOL | 8.3 |

**ACHIEVEMENTS:-**

* Have been recognized in the regional event for achieving the set targets on other products.
* Have been felicitated by the regional head for scoring the best in performance parameters.

**ACTIVITIES & INTERESTS:-**

* Interested in development of technology which would impact human life
* surfing internet, Social networking

**COMPUTER KNOWLEDGE:-**

* Windows- MS Office, Internet Applications, etc
* Customer Relation Management

**PERSONAL DETAILS:-**

* Date of Birth:- 25th Aug 1989
* Marital Status:- Single
* Father’s Name:- Gururaja Rao
* Mother’s Name:- Girija
* Languages Known: - English, Hindi, Kannada, Telugu

**Declaration:**

I hereby declare that all the information furnished above is true to the best of my knowledge.

**AJITH KALLAPARI**