**Arun Kumar** 10\5 raj tower 1st main 1stcross

1st floor Arekere gate Bangalore

560076

Email id – [arun1526@live.com](mailto:arun1526@live.com)

Contact - 9738610408

**Career Objective:**

To pursue a challenging career and be a part of progressive organization that gives me scope to enhance my knowledge, skills and reach the pinnacle in the field of Marketing with determination, dedication and hard work**.**

**Employment detail**

**Company : ICICI BANK LTD**

**Designation : Senior sales Officer (personal loan)**

**Duration : Aug 2011 to till date**

**Industry : Sales**

**Role and responsibility**

1. Analyze applicants and meet them to obtain information for loan applications
2. Communicating with people outside the organization, representing the information about personal loan to customers.
3. Calling 15 to 20 old existing customers on daily basis for reference
4. Meet customers analyze their financial status and find eligibility of customer for granting personal loan.
5. Finding applicants company category, salary and convince them on rate of interest and other charges which is applicable.
6. Collecting id proof ,address proof copies of loan applicants' credit histories, corporate financial statements, and other financial information
7. Submit application to credit department for verification and recommendation
8. Doing regular follow up with applicant and credit team till end of process.
9. Convincing applicant on approved loan amount and ensure the quality service.
10. Manage the plan and new schemes of personal loan which is been introduced by the bank.

**Personality Trait**

• Exceptional motivational and leadership skills.

• Ability to make a strong and healthier relation among the employees and customers

• Relationship management.

• Excellent negotiating skills

**Educational details**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **COURSE** | **INSTITUTION** | **BOARD/UNIVERSITY** | **YEAR OF COMPLETION** | **AGGREGATE** |
| BBM | T.JOHN COLLEGE | BANGALORE UNIVERSITY | 2011 | 2ND DIV |
| INTERMIDIATE | D.A.V PUBLIC SCHOOL | CBSE | 2008 | 1ST DIV |
| SECONDARY | D.A.V PUBLIC SCHOOL | CBSE | 2006 | 2ND DIV |

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**Technical Skills/Computer Proficiency**

**Operating System:** Windows 98 / XP/Vista/07

**Computer Package:** MS Office (MS Excel/MS PowerPoint / ms word )

Internet Browsers **(Internet Explorer / Mozilla Firefox /Google Chrome)**

**PERSONAL DETAILS**

Name : Arun Kumar

Father name : Hare ram pathak

Gender : Male

Marital status : Single

Nationality : Indian

Date of birth : 15th Dec 1990

Language known : English, Hindi

Email : arun4kumar12@yahoo.in

Permanent Address : Dullahapah dada baba ke dera town\vill –rajpur kala dullah pah

Anchal –simri, Dist – buxar pin code -802131

**DECLARATION**

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Place: Bangalore Name: - Arun Kumar

Date: