**CURRICULUM VITAE**

**Rilesh Jaya Shetty**

**Regency sarvam BLDG NO 2**

**ROOM NO 1203,TITVALA (E)**

**PIN CODE 421605**

E-Mail [ID-rileshshetty8@gmail.com](mailto:ID-rileshshetty8@gmail.com) PH:8108077333

**EXPERIENCE:**

1)Working as an **Assistant Manager** in **Kotak Mahindra Bank** from Jan 2012 to till Date

**Job Profile**

* Harness key relationships to maintain Targeted CURRENT ACCOUNT and Asset Disbursals.
* To build a strong and robust customer base an increase the balances an earn revenue by providing them high standards of service on an ongoing basis.
* To maintain a strong relationship with the customers in order to facilitate day-to-day transactions.
* Generation of fee based income through selling of other liability as well as Third Party products.
* Handling Customer relationship in terms of their any Banking or financial products requirement.
* Coordinating with the service team and various divisions to provide suitable solutions to the client’s queries.
* **Achievements and rewards :**
* Won a digital camera in the Dare contest of an insurance for the month of Dec.2014the
* Received a several letters of an appreciation from the regional head.
* Won a trophy in an individual category for selling the highest gold coin in the branch.

2) Worked as an **Unit Sales Manager (Banca assurance)** in **Birla Sun life Insurance . In Alternate Channel** from Oct 2010 to till Dec 2011

**Job Profile**

* + - Successfully generated revenue for the Development Credit Bank Ltd that was more than targeted,

Reporting directly Area Sales Manager.

* + - Established network of an insurance selling from the resident manager level to the direct sales team level that was the key for an enhancing sales of our product.
* Ideal resource management, time management skills an implemented and territory management.
* Successfully an arranged the training programs for staff members on product and selling skills.

**Achievements and rewards :**

* Got the certification for the great starts of the company.

* Able to an achieve confirmation targets in 4 months

3)Worked as a **Sales Officer (Banca assurance)** in **MAX NEW YORK LIFE INSURANCE CO.LTD In Alternate Channel**.from from Feb 2009 to Oct 2010.

**Job Profile**

* Successfully generated revenue for the Rupee co-operative Bank Ltd that was more than targeted.
* To follow up on leads given by the Bank an ensure closure of lead through sales of life insurance policies to these leads.
* Getting referrals from customers. Not just selling to a customer but also getting referrals from the every person met.
* Closing sale and following up an issuance of Insurance Policy documents.

**Achievements and rewards**

* Won Motorola mobile for the contest in 2009
* Qualified for “Cash Mania Contest

### QUALIFICATION

Complete the **Graduation on commerce from MUMBAI UNIVERSITY** in the year 2008.

**Other Qualification:**

* MS Office:- Word,EXCEL,
* IRDA Certified

**Personal Information:**

Name : RileshJaya Shetty

Date of Birth : 08th oct 1983

Martial Status : Single

Languages Known : English, Hindi, Marathi and Tulu.

**Declaration**  : I here by affirm that the information in this document is true to the best of my

knowledge.

Yours Truly,

**Rilesh Jaya Shetty**