Narashimha reddy .K

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**PROFESSIONAL SUMMARY**

7+ years of experience in **Business development**, **Banking Industry, Financial marketing.**Acknowledged for well-defined understanding of the business technology interface and capacity to identify and align clients’ emerging technology needs with products and services.

**EMPLOYEMENT HISTORY**

* Working as an Associate Sales Manager in **INDUSIND BANK LTD** Hyderabad from 3rd July 2013 to till date
* Worked as a Team leader in **HDFC BANK LTD**. Hyderabad from 06th July 2007 to 2nd July 2013

**EDUCATION**

* M.B.A (Marketing and Finance) from Sri Venkateshwara University in 2006
* B.Com from Sri Venkateshwara University in 2002

**COMPUTER SKILLS**

* Operating system: Microsoft windows 2000/XP/ 7 /8
* Package: Microsoft office (word, excel, power point)

**PROFESSIONAL SUMMARY**

* Experienced in Liability Products of Retail Banking, Well equipped in Selling Saving Accounts, CurrentAccounts, Life Insurance and General Insurance Products of Banking.
* Well established in Customer Relationship, ClientRetention, Service and Sales in Branch Banking.
* Experienced in New Client Acquisition on Savings and Current account products by Cold Calling, Activity participation in catchment and meet NTB target month on month
* Well experienced in Insurance field and deliver consistent performance in Insurance Sales which helps cross fee income in retail banking.
* Exposure and ability to understand customer requirement and resolve customer queries.
* ***Coordinating*** between Operations and Finance functions for providing quality service.
* Analyze the latest market trends through market study and tracking competitor activities.
* Ability to schedule tasks for achieving the preset goals within the time, quality & cost parameters.
* **Proficient in grasping new concepts, identifying opportunities and utilizing the same in a productive manner.**
* A professional with willingness to learn and upgrade on knowledge and new systems, besides having effective time management skills.
* Experience in implementation of marketing/ sales promotion plans for business generation.
* An excellent communicator coupled with exceptional relationship management, Team management and organizational abilities.

**COMPANY: INDUSIND BANK LTD.** **DESIGNATION: ASSOCIATE SALES MANAGER**

**Responsibilities:**

* Acquiring new business in terms of various products of the bank (Savings a/c, Current a/c, Fixed Deposits, Mutual Fund, NRI, Other 3rd party products etc.).
* Following the AML & KYC (Anti Money Laundering &Know Your Customer) norms.
* Showcasing the latest features and facilities introduced by the bank to the customers time-to-time.
* Co-ordination with other departments like (Business Banking, Corporate Banking etc) for extending O.D. facility, opening of corporate salary a/c, bank Guarantee, Letter of Credit.
* Assisting the branch head in analyzing the overall profitability of the branch.
* Dealing with direct banking channels of the bank (Net banking, Phone banking & Mobile banking).
* Customer acquisition through sales to walk in customers, referrals from walk-ins for CASA accounts.
* Handling Third Party products like (Insurance, Mutual Fund etc.)
* Manage And Maintain of DSR (Daily Sales Report)
* Participate in Sales reviews& team performance on weekly basis.
* Relationship Building & Management with the Customer for Sales & Service

**COMPANY: HDFC BANK LTD.** **DESIGNATION: TEAM LEADER**

**Responsibilities:**

* Responsible for monthly target of 2in1's, savings , Current account and Auto loans per Executive
* Handling the Team of 5 Executives, Who are Reporting to 3 Branches
* To provide knowledge about our bank process with comparison towards competitors.
* To provide the knowledge about loan documentation process.
* Ensure quality Acquisition on Savings Accounts, Current Accounts.
* Promote the product by Cold calling, door to door, road shows stall in various areas
* Participate in Sales reviews& team performance on weekly basis.
* Training And Motivation of Sales Executives and Enable them to reach the given Targets
* Documents verification of customer at the time of account opening
* Manage And Maintain of DSR (Daily Sales Report)
* Promote the new products to new and existing customers
* Coordinate with Personal bankers And Rm's for more leads to ensure branch targets to be achieved
* Self sourcing of accounts and generating leads from References
* Following the KYC (Know Your Customer) norms
* Relationship Building & Management with the Customer for Sales & Service

**ACHIEVEMENTS**

* Received momento from Mr.Udaysingh,Head-Retail sales,HDFC Securities for doing Maximum, AUTO LOANS in Nov2012
* Received Certificate and Momento from Mr.Gopinath,Regional Head-South-1,HDFC Bank as Best Executive for FY10-11
* Received momento from Mr.Aseem Dhru,MD&CEO,HDFC Securities fro over all Best Performance for FY09-10

**PERSONAL INFORMATION**

Date of Birth : 14th Jan 1983

Material Status : Married.

Languages Known : English, Hindi & Telugu.

Permanent Address : 1-91, Basi Reddy Pally,

Pulivendula,

Kadapa-516390

Present Address : Plot no 66-71,

Vijaya sai seva residency 2, 3rd Floor B1

JP Nagar, Miyapur.

Hyderabad-500050

I hereby declare that the above-mentioned information is true to my knowledge

**Place:**

**Date: K.NARASIMHAREDDY**