**Tarkeshwar Prasad**

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**Mob: +91 8446270006**

**Flat no. A7,vighnaharta complex,dalvinagar ambegaon ,katraj pune 46**

**SUMMARY:** 3 Years of experience in Banking, Sales and Relationship management.

**PROFESSIONAL EXPERIENCE:**

**YES BANK LTD**

**Business relationship partner May 2013\_- Till date**

**Responsibilities:**

* Look after the current account portfolio
* Major responsibility to achieve branch current account no. and values.
* Responsibility to retain existing current account customers with value built up
* To achieve branch targets through individual.
* To do Asset products like- mortgage loan, personal loan,home loan,un secured loan etc.
* Establish and maintain high standards of sales quality, as measured by productivity, customer complaints and repeat business.

**CORE STRENGTHS**

* + Customer Service and Satisfaction
  + Cross-Selling/Cold Calling
  + Strategic Planning and Negotiation
  + Conflict Resolution
  + Organizational Management

**HDFC BANK LTD Sept 2011 – April 2013**

**Sr. Sales officer**

**Responsibilities:**

* Personally handled current accounts & saving account of good value.
* Successfully sold Insurance Policies.
* Looked after the Business loan,Personal Loan and Overdraft and cash credit facilities.
* Made plans and strategies for the smooth working of the organization.
* Hold the responsibility for the growth of the Branch.

**Summer Project:**

**Company:** TATA STEEL LTD

1. Done summer project in **“TATA STEEL LTD”** A project report on **“COSTING SYSTEM OF TATA STEEL LTD.”**
2. PROJECT ON INDSTRIAL VISIT OF UNION STEEL COMPANY.

**Certificate:**

IRDA certified.

**Education:**

**Course Institution/School University/Board Year Of passing Division**

**MBA** Poona school of business Prist University 2009-2011 1st div

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**B.Com** R.S.P College V B U University 2008 1st Div.

**12th** R.S.P college JAC Ranchi 2005 2nd Div.

**10th** B.B.M memorial school JSEB Ranchi 2003 3rd Div.

**Extra Curricular Activities :**

* Won many prizes in inter college Sports competition.
* Represented as a Captain of the school cricket team.

**Personal Details:**

**Date of Birth :** 09/01/1988

**Gender :**  Male

**Marital Status :** single

**Hobbies :** Cricket, Football, Swimming, Listening Music, Traveling

**Strengths :** Effective Communication skills.Ability to maintain network and relationships

Management

**Languages :** English, Hindi ,Marathi

**Permanent Add. :** Dumri no. 4 jamadoba,dhanbad,Jharkhand 828112

Place: Pune

Date: