**GEETANANDA RAMAKRISHNA.K**

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**JOB OBJECTIVE**

Seeking assignments in Banking Operations, Sales & Marketing, Client Servicing and Investment & **Corporate Banking** with an organization of repute preferably in banking sector

**PROFILE SUMMARY**

* A quick learner and organizer with 7 years of experience in Financial services marketing.
* Presently associated with Axis Bank Limited, Hyderabad as ASSISTANT MANAGER-SALES.
* Proficient in activities of marketing of financial products like mutual funds and financial planning solutions
* Adept in assisting the customers and managing the investment portfolio.
* Instrumental in implementing strategic business plans, maintaining seamless cross-functional coordination and ensuring optimal utilisation of resources increasing revenue.
* Disseminates strong convincing skills , people management, training, patience, presentation, analytical and organisational skills.

**CORE COMPETENCIES**

Financial Planning

* Undertaking investment advisory discipline that incorporates [financial planning](http://en.wikipedia.org/wiki/Financial_planning) and services
* Creating analyst report for the company outlining the pros & cons of investment opportunity in India including cost analysis, growth & long & short term planning

Banking Operations

* Conceptualising and implementing competent strategies with a view to penetrate new accounts and expand existing ones for a wide range of Banking Products / Services
* Managing the wide gamut of banking functions for CASA Accounts

Client Relationship Management

* Managing customer centric, banking operations & ensuring customer satisfaction by achieving delivery & service quality norms
* Building and maintaining healthy business relations with clients for cross selling various banking products and providing advisory services

**ORGANISATIONAL EXPERIENCE**

* **Currently working with AXIS Bank LTD as Assistant Manager(Aug 2010-Till date)**
* **Worked with HDFC Bank LTD as Sales Executive for 3 years(July 2007-July 2010)**

**Key Result Areas**

* Opening of CASA accounts
* Building relationship with customers and cross selling financial products based on their need.
* Playing the role of financial planner and giving suitable investment portfolio
* Holding accountability for selling life insurance products.
* Kept regular follow up with customers queries

**Highlights**

* Effectively carried out cold calling and got more appointments with the customers
* Successfully organized the “reaching out” program to ensure that the targets are achieved.
* Best market studying objective
* Strong HNI base and business driving skills.

**IT SKILLS**

* Well versed with Windows XP/ 2000, C” Language
* Conversant with MS Office

**EDUCATION**

* Bachelors of Arts in 2006, RAZOLE Degree College, Eas**t** Godavari Dist. from Andhra University.

**Professional Achievements**

* Qualified in MISSION SEPTEMBER performance,reward&recognition at AXIS BANK LTD.
* Received CERTIFICATE OF ACHIEVEMENT from MAX LIFE INSURANCE.

**PERSONAL DETAILS**

Date of Birth : 18th July, 1986

Address : H no:-1-82,komarada, East Godavari Dist -533247

Languages Known : English, Telugu and Hindi