**CURRICULUM VITAE**

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| **Brijesh Dubey**  ESW 66 Sector G  JankiPuram Lucknow-226021  Cont. +91 9161044449,+91 9450907569 [E-Mail-brijesh](mailto:E-Mail-brijesh)d036@gmail.com |
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Managerial assignments in Marketing, Business Development and Team Management with an organization of repute.

**PROFESSIONAL ABSTRACTS**

* A competent professional with **7+ years** experience in Sales & Marketing, Business Development, Channel Management of Banking Sector
* Currently designated as **Associate Relationship Manager** with **IndusInd Bank** **Ltd.**
* Anticipating & capitalizing on market trends, identifying profit potential, creating value, & positioning the company’s products & services to maximize market share
* Proficient in strategy formulation by in-depth study of inputs given by market research team & fine-tuning strategies to ensure wider market reach and penetration of unexplored markets.

**ORGANISATIONAL EXPERIENCE**

Currently working with IndusInd Bank Ltd. Designated as Associate Relationship Manager

March2014 – Till Date

Chief tasks handled

* **Monitoring Strict Control on business processes** and ensuring **KYC** Norms
* Major focus products are **Business banking** products **Trade Forex , FCNR , Current Account**
* Sales promotion, improve viability of the bank through low cost publicity mode.
* Achieved individual targets in terms of number of new Customers. .
* Supporting the line manager in executing business promotion activities and sales administration
* Handling Net Banking queries and customer complaints and providing them with quick service. Generating leads through walk-ins to cross-sell bank products and follow up with clients and convincing then to invest on various products offered.

**HDFC Bank ltd Designated as Seles Officer**

03 Sep 2007 To March 2014

**CORE COMPETENCIES**

Business Development and Strategy ■Relationship Management ■ Communication Skills

Networking & Relationship Building ■ Marketing Research ■ Product Promotion/ Brand Building

Notable Accomplishments

* Demonstrated managerial acumen and exceptional networking skills; ability to build and nurture productive rapport with various industries and channel partners to ensure inflow of business.
* Solutions oriented approach with excellent relationship skills, successfully and consistently delivering the responsibilities of Revenue Generation, Profitability, Market Share and Customer Satisfaction.
* Successfully accomplishing the allocated sales targets within the strict timeframe for an assigned territory
* Recognized as a proactive individual who can rapidly identify business problems, formulate tactical plans, initiate change and implement effective business strategies in challenging environments to enhance revenue generation, market share expansion and profitability

**ACADEMIC CREDENTIALS**

**Computer Proficiency:**

MS-Office (Word, excel, Power point), Internet

**Strength & weakness:**

Capability to take initiative, Like to accept Challenging works, always eager to learn new things, Confident, Optimistic and always tries to be a winner.

**PERSONAL DETAILS**

Date of Birth : 10 june 1975

Linguistic Capability : English, Hindi

Hobbies and Interests : Making Friends, Listening to Soft Music, Traveling

Present address : **EWS 66 Sector G JankiPuram Lucknow 226021**

**Reference** Available on request.

**Place Brijesh Dubey**

**Date**