**SURESH KALIDINDI**

DNO; 4-204, CHEKKAPALLI, MUSUNURU (Md), KRISHNA (DT), AP, PIN CODE 521213

Mobile: 9642571424 E-mail:**kalidindisuresh9@gmail.com**

|  |
| --- |
| **CAREER OBJECTIVE:** |

Career objective: **To climb the ladder of success and reach the highest echelons in the corporate world by joining an exemplary organization where hard work and commitment to work are well rewarded** as well as my individual goals.

|  |
| --- |
| **ACADEMIC PROFILE:** *Master of Human Resource Management* |

* **M.B.A (H.R & Marketing) (2010-12) First class 69%**,Best Group of Institutions Tadepalligudem.
* **B.Sc (2007-10) First class with 71%** Sir C R Reddy Autonomous College, Andhra University, Eluru.
* **M.P.C (2005-07) first class with 79%** Sri Sarada Jr.College, Board of Intermediate Education, Nuzvidu.
* **S.S.C. (2004-05) First class with 77.83%** Z.P. high School, Board of Secondary Education, Chekkapalli.

|  |
| --- |
| **PROFESSIONAL EXPERIENCE:** |

* **Presently Associated with ICICI Bank .Ltd.** as Officer since April ’12 to till date.

**Summary:**

* **Having 3+ years of experience in the field of Banking in the areas of Customer Relationship, Marketing of New Products and Maintaining Good relation Ship with Corporate**

**Areas Operations:**

* Overseeing the documentation process for opening and maintenance of current and savings accounts.
* Adherence to KYC/AML norms as stipulated by RBI.
* Monitoring and ensuring that the TATs are adhered to as stipulated by the bank.
* Timely opening and activation of the accounts through liasing with the RPC.
* Focused towards Zero Defect and towards Client Relationship Management
* Interfacing with clients to acquaint them with products like savings/current accounts, savings bonds, securities, third party products as well as assist in opening/closing of accounts.
* Responsible for controlling the account closures.

**Client Servicing:**

* Facilitating customer oriented operations & ensuring customer satisfaction by achieving delivery & service quality norms.
* Attending to clients (individuals/corporate clients) concerns & complaints and undertaking steps for effectively resolving them.
* Maintaining excellent relations with clients to generate avenues for additional business.
* Mainly to work with shipping line in the import/export operations. I have got overall experience till date .I have got an strong leadership quality and interpersonal skills and had given good customer service support.
* Adhering to pre-set processes to ensure smooth flow of day-to-day operations.

**Business Development:**

* Marketing / Business Development: - Implementing competent strategies with a view to infiltrate new accounts and expand existing ones for a wide range of banking products and services. - Cross selling of Asset Products at the branch and achieving branch targets for liabilities, assets & third party products (Insurance and Mutual Fund). - Generate Business from corporate, preferred customers by giving presentation on Tax saving plans. Acquisition of HNI Clients through references , walk-in , calling from Database and visiting companies.
* Handling and cross selling Gold to HNI Clients - Opening new saving a/c, salary a/c and Fixed Deposit Booking, Third party fee products(Life insurance, Mutual funds, gold and general insurance),Assets products( Insta credit cards, Home Loans, Auto Loans, Loan against property etc..)

****Significant Accomplishments****

* Excellent client satisfaction levels through prompt resolution of queries, offering them a solution instead of just a product.
* Successful in generating leads for other revenue focused products like Gold ,Life Insurance, General Insurance, Credit cards, Mutual Funds, Demat and trading accounts, etc

|  |
| --- |
| **ACHIEVEMENTS:** |

* Got an **appreciation letter** from Eenadu Debate competition.
* Got third and second prizes as a **class topper** during Intermediate and U.G respectively.
* Won **district first prize** in essay writing competition and got an **appreciation letter** from Mrs Vani Prasad Collector West Godavari District

|  |
| --- |
| **PERSONAL INTERESTS:** |

* Listening to music and gardening.
* Playing chess.
* Reading books, browsing Internet

|  |
| --- |
| **PERSONAL TRAITS:** |

There is an incessant feeling in me that I am always a student of my ‘profession’. I usually maintain a calm and cool composure and let my work do the ‘talking’. There is zeal in me to learn new things and hence I learn at a fairly quick pace. I possess good communication skills, determination and zeal for working with a team. I also have conceptual and practical skills for the achievement of the goals.

|  |
| --- |
| **PERSONAL PROFILE:** |

Gender & Marital status : Male & Single

Father‘s name : Sambasivarao

Mother’s name : Satyavathi

Nationality : Indian

Languages known : English, Telugu

Blood Group : **‘B’**+ve.

**Date:** **Yours faithfully,**

**Station:** Suresh. K