SUMIT SINGH

Email Id: [sumit140689@gmail.com](mailto:sumit140689@gmail.com)

Date of Birth: - 14th June.1989

Contact No: - 0775391163, 09670094696

Address :- 5-A Sapan Baghcolony Sarla Bagh Road

Dayal Bagh,Agra(282005)

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| Profile Summary |

* Total experience of 2 year 3 month in Sales & Customer support
* Key skills include Sales, Business development and Client Servicing
* Currently managing Current and Saving account Relationship for ICICI Bank Regional Branch in Agra
* Well versed with all retail banking processes and products offered by the bank
* Hands on experience of sales for various banking products like CASA, Gold, FD and LI
* Competent professional with extensive experience in Business Development and Product & Client management
* Domain level knowledge in CASA, Life Insurance and General banking Operations
* Good Knowledge of MS office utilities

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| Work Experience Duration: 2 year 3 month |

ICICI Bank Sales Officer 1st Mar ’2013– Till now

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| Sales & Business Development | * Acquisition and documentation of Current & Saving Account * Acquisition of Term Deposits and Recurring Deposits * Deepening of old books (Savings & Current A/C ) * Generating Leads for Insurance, Gold, Loans, investment (Mutual Funds) & Demat * Cross sell of other Banking products to Potential customers * Acquiring customer feedback on regular interval and updating the same to management * Maintaining all KYC operations on all customers * To maximize float on NCA and ERV saving account customers |
| Customer Support | * Complete Retail & Branch Banking support to existing customers * Activating customers on Internet Banking and email alerts * Liaisoning with central team for better product support * Technical Support to customer on Banking software and their application * Guidance to customer on new products and offers available at any point of time * Update Customers on the recent changes in policy guidelines * To follow policy guidelines strictly while sourcing Saving Accounts, FDs |

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| Achievements |

* Qualified several country level contests
* Qualified “RH club” by acquiring high value Life insurance and more than dozen saving accounts
* Qualified “CASA the Boss”, a pan UP contest for sales officer
* Won “Warriors” contest by acquiring high float saving
* Won the contest ‘’COFFEE with RH”
* Won the contest “CRUNCH for LUNCH’’
* Qualified the contest “ SUPREME SEPTEMBER’’

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| Academic Qualification |

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| Year | Examination | Board/University | % / CGPA |
| 2012-13 | M.A. | C.S.J.M. University, Kanpur | 50 |
| 2006-09 | B.A | C.S.J.M. University, Kanpur | 50 |
| 2005-06 | Higher Secondary | U.P Board | 53.34 |
| 2003-04 | Secondary | U.P Board | 53.33 |

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| Personal Information |

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* Got trainings on Business Ethics and Business Communication in ICICI Bank
* Hailing from well settled intellectual family covering various professional areas
* Basic knowledge of Many Indian languages

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| Personal Details |

Father’s Name : Sh. Ram Singh

Sex : Male

Marital Status : Married

Strength : Hard Working, Honesty

Hobbies/Interests : Listing Music, Book Reading

Language Proficiency : English, Hindi

Date: - Signature

Place: -Agra (SUMIT SINGH)