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| **Alex Augustine**  E Mail: alexaugustine292929@gmail.com  Contact: 9544666557 | C:\Documents and Settings\www\Desktop\scan0001.jpg |

**Assignments in Sales & Marketing/ Relationship Management with an organisation of repute.**

**Professional Snapshot**

A competent professional with 5**years** of experience in Sales & Marketing, Relationship Management.

Presently employed with HDFC LIFE as Bank assurance officer in HDFC BANK CHALAKUDY since October 2014.

Gained exposure in building relationship and driving insurance business through HDFC BANK and contributed in enhancing business volumes & profitability norms.

**Areas of Exposure**

Sales & Marketing

Involved in selling and promoting financial products like Health and life insurance products, tax savings products, creditcards, current accounts and savings accounts.Informing the channel with updates on the products and conducting training to educate them on the new products as well as various contests which is launched by the company on a pan India basis.Collecting relevant documents & scrutinising the same for accuracy, authenticity &providing services for the same.

Relationship Management

* Building a very good rapport with personal bankers and the BM to drive them for business in Insurance.
* Identifying prospective clients, generating business from the existing clients, thereby achieving business targets and also cross selling banking products to customers.
* Maintaining healthy &cordial relationships with the clients for expanding business &resolving the queries & complaints for high customer satisfaction.

**Organisational Experience**

* Since October-2014 with HDFC LIFE as Bancassurance officer in HDFC BANK
* From Dec-2013-Sept-2014 with Emirates NBD Bank as SalesExecutivein U A E
* From June 2012 to November 2013 with Serco Group as Call Centre Executive in Bangalore
* From Dec 2010 to May 2012 with Fine Support Service as Sales Executive in HDFC BANK

Attainments:

* + Consistent effort in making the mapped branch positive in income as well as premium targets.
  + Attained various appreciations from the management for specific contests and drives.
  + I always maintained very good relation ship with Bank staffs.

**Academia**

* BBM (Marketing) from Krupanidhi College Bangalore University in 2013
* PLUS two Commerce from Kerala state higher secondary education in 2007

**Strength:**

* Perseverance
* Good Communication Skill
* Good team player and can get along with people

**Additional Academia**

* + MS Office

Personal Dossier:

Date of Birth : 12Sep 1986

Age : 28 years

Gender : Male

Marital Status : Unmarried

Nationality : Indian

Languages Known : English, Malayalam, Kannada and Tamil.

Permanent Address : Erathara House

Jose Cottage

Elinjipra P.O.

Chalakudy,Thrissur,Kerala

Pin- 680 721

**DECLARATION**

I do hereby declare that all the information provided above is true to the best of my knowledge.

ALEX AUGUSTINE