**KAPTAN SINGH**

House No. – B-194/198, Sai Kunj New Palam Vihar Phase-3, Gurgaon, Haryana - 122001 **M: +919350708726/9711110476**

**E-mail: brkps07@gmail.com**

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| Managerial positions in sales, Business Development, Channel Management, Key Account Management with a leading organization in the Financial Services Sector  ***Professional Overview*** |

A dynamic professional with nearly 7 years rich experience in Sales, Business Development, Distribution, Marketing and Product Promotion. Excellent communication and people management skills that have been fine-tuned through managing multi skilled teams. The stints with leading organizations in diverse sectors have sharpened abilities in identifying potential, deconstructing complex situations and further conceiving and implementing streamlined solutions that have led to increased revenues, profitability and overall success.

***Management Skills:***

* ***Excellence in Analysis and Problem Solving***
* ***Sound Judgment and Decision Making skills***
* ***Strong Influencing Skills***
* ***Achievement oriented Team Builder & Persuasive Communicator***

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| **ING VYSYA BANK LTD Since 28 August 2014**  **Sales Manager-Liabilities Sales (Band F-12)** |

**Job Responsibility:**

* Responsible for the branch NTB CASA target (90% through the RL Sales Channel and rest other)
* Handling a team of 8-10 BDE and also ensuring that monthly target achievement.
* Initiating Marketing activities with the coordination of marketing team.
* Ensuring 100% KYC of each and every branch customer.
* Hiring and training of FOS and ensuring the achievement of target assign with the help of assigned team ensuring penetration in wealth products.
* Cross selling of Life Insurance, Health Insurance, Mutual fund and other liabilities product.
* Customer engagement with the bank for Personal Loan, Home Loan, LAP, Gold Loan, Car Loan and other asset product.
* Looking Retail Sales (HNI Segment)
* Managing customer queries & building strong relationships

***AWARDS AND ACHIEVEMENTS***

* **Pan India Topper –**Pan India ranking 3rd acquiring CASA acquisition value in month of October 2014.
* **Retail Lion Award -** Got a Retail Loin Award in month of October 2014

**INDUSIND BANK LTD Since 4 Feb 2013 to 27 Aug 2014**

**Branch Sales Manager (Manager)**

**Job Responsibility:**

* Responsible for the branch NTB CASA target (80% through the CAT Channel and rest other)
* Handling a team of 8-10 RO and also ensuring that monthly target achievement.
* Initiating Marketing activities with the coordination of marketing team.
* Ensuring 100% KYC of each and every branch customer.
* Hiring and training of FOS and ensuring the achievement of target assign with the help of assigned team ensuring penetration in wealth products.
* Cross selling of Life Insurance, Health Insurance, Mutual fund and other liabilities product.
* Looking Retail Sales (HNI Segment)
* Managing customer queries & building strong relationships.

***AWARDS AND ACHIEVEMENTS***

* **Zonal Head Club –** Zonal Head Club Qualified in CASA Acquisition Value 1st position in North Zone in March 2014.
* **Zonal Head Club –** Zonal Head Club Qualified in NTB CASA Number 2nd position in North Zone in March 2014.
* **Life Insurance Business-** Got certificate of highest life Insurance business in March 2014.
* **Highest Recruitment –** Highest Recruitment of RO’s in month August 2013 in IndusInd Bank.
* **NCR Topper –** Achieved in Acquisition value in May 2013 in IndusInd Bank.
* **PAN India Topper –** Achieved in CASA Number in March 2013 in IndusInd Bank.

**Max Bupa Health Insurance Company Limited Since 19 Jan 2011 to 31 Jan 2013**

**Health Insurance Counsellor (M-8)**

**Job Responsibility:**

* Generating business in the form of case counts new business, persistency
* Generating leads & sourcing business through them
* Managing customer queries & building strong relationships
* Looking Retail Sales (HNI Segment) as well as Corporate Sales.

***AWARDS AND ACHIEVEMENTS***

* **JFM Contest** -Won 'Gift Voucher worth Rs. 19000 for JFM Contest in the Year 2011.
* **Premier League -**Won Thailand Trip in the yearly contest 'Premier League' for the Year 2012.
* **JFM Contest-** Won 'Gift Voucher worth Rs. 40000' for JFM Contest in the Year 2012.
* Promoted as **Sr. Health Insurance Counsellor** in Oct 2012.

***RESUME-KAPTAN SINGH***

**HDFC BANK LTD Since 10 Nov 2006 to 05 Oct 2009**

**Team Leader**

**Job Responsibility:**

* Handing of 8-10 CSE of Direct Sales Team
* Self Sourcing CASA, FD, lead generation through cold calling, reference, marketing activities,

***AWARDS AND ACHIEVEMENTS***

* **JFM Contest-** Won Nokia Mobile for JFM Contest in the Year 2007
* Got certificate from ASH & RSM for best performance in month of May 2008
* Got certificate from RSM for Max Ka Jalwa in month of June 2008
* Got certificate & Nokia Mobile from RSM for top performance in NTB month of Oct 2008
* **Highest SA target Achievement** in NCR region, HDFC Bank (2008).

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| ***PROFESSIONAL AREAS OF INTEREST*** |

* **Banking & Financial Services Sales, Insurance, Health Insurance, Retail Liability Sales, Client Acquisition, Team Handling.**

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| ***EDUCATION***   * **B.Sc**. from Dr.B.R.Ambedekar University, Agra.[2006] * Senior Secondary from U.P.BOARD.2003.[2003] * Matriculation from U.P. BOARD. [2001] |

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| ***PERSONAL INFORMATION*** |

* Marital Status – Married
* Date of Birth – August 07, 1986
* Nationality - Indian
* Gender - Male
* Languages Known – English (Spoke, read & write), Hindi (spoke, read & write),
* Permanent Address – B-194/198 Sai Kunj New Palam Vihar Phase-3 Gurgaon-122001.

***RESUME-KAPTAN SINGH***