**RESUME**

Mr. Sameer Nachiket Varma

E-mail: -sameer414001@rediffmail.com

Phone: - 9766942185.

Current Address and Permanent Address – Anand Nagar, Malhar chowk, Station Road,Ahmednagar-414001

# Career objectives

Looking for a challenging and growth oriented career by making use of my experience & Aiming to give my best to fulfill the expectations of the organization as a team member and utilizing the skills acquired during my course & experience.

# **Areas of Exposer:**

Sales & New Business Development

* Financial Planning
* Client Relationship Management
* Investement & services
* Sales Management & clients needs assessment
* Customer saervice & relationship management
* Also Handling Investment Part by Sourcing Life Insurance,Mutual Fund,Fixed Deposit Clients.
* Sourcing & handling Personal loan,home loan & credit card Customer

Maintaining Customer relationship for future prospect

Assessment of Credit & Overdraft limits to the customer and ensuring

timely follow-up for renewal and repayment .

* Delivering the credit assessment targets within the required TAT without compromising to set service level standards.
* Developing cordial financial relationship and achieve customer delightment - Maintain & develop relationships with banks, outsourced and third party vendors

**Current Employment:**

Company- **YES** **BANK LTD**

**Duration - April 2013 to Till Date**

Designation: Client Relationship Partner

Detail Profile-

* Retail Branch Banking sales.
* Generate lead for Retail Asset loan , Mortgage loan, Micro Housing loan
* Take care of file in Legal ,Credit ,Operation and Collection.
* Maintain Relationship with Customer & Generate the business & handling

all Grievances. Login, Sanction & Disb activities. Channel management &

office & Resi verification file process for disb, increase business

volumes of Branch.

* Also Handling Investment Part by Sourcing Life Insurance,Mutual fund and Fixed Deposit to Clients.

**Previous Employment:**

Company- Shubh Labh Vastu Pvt Ltd

Designation- Sr Officer

Period - Apr 2011 to Apr 2013

**Key Result area**

**Operations**:

* Handling entire property customer for service for smooth and complaint free operations as well as ensuring compliance with requirement under various different acts handling customer query

**Client Relationship Management**

* Managing customer centric operations, forwarding customers instructions to the concerned department and customer satisfaction by achieving delivery and services quality norms with minimum TAT
* Interfacing with client for understanding their requirement and suggested the most viable solutions/products and cultivated relations with them for customer retentions and securing repeat business.

**Accomplishments**

* Looking after the short term and long term funding requirements of business clients and individual customers.
* Building relationships with high net worth individuals.
* Providing advice on investments.
* Maintaining a professional image at all times.
* Handling customer queries face to face, over the phone or via correspondence.

# EDUCATIONAL PROFILE:

**Bachelor of Science (BSc)** from Pune University,Ahmednagar, completed during the year 2012-2013, with aggregate percentage **53.00 %.**

# PERSONAL DETAILS:

* Full Name : Sameer Nachiket Varma
* Date of Birth : 23 July 1985
* Languages : Marathi, Hindi, English (Read, Write, Speak)

# HOBBIES & INTEREST:

**Hobbies:**

Traveling, Photography, Interaction with people

**Interests:**

Reading, Travel, Health & fitness, Movies, Music, Computer, Social Service,

I hereby declare that all the information given above is true to my knowledge.

**Mr. Sameer N Varma**