##### RESUME

##### M. RAJKUMAR

##### # H NO 8-2-601/G/259,

##### GOWRI SHANKAR COLONY,ROAD NO 10,

##### BANJARAHILLS,HYDERABAD. +918885131372

**Rajkumar6808@gmail.com**

* **Objective** **:**

Seeking challenging assignments in sales & marketing and business development with an organization of high reputed.

## Technical :

* **Software Known** : MS-OFFICE, Tally

## Academic Profile:

* **Bachelor of Commerce B.Com** in govt city college autonomous Osmania University Hyderabad.
* **Inter mediate from Sravanthi Jr. College Zaheerabad.**
* **Experience :**
* Indus Ind Bank Associate sales Manager for CSG Corporate salary group Since Feb’14.
* ING Vysya Bank Business Development Sales Officer in Corp Sales Nov’12 – Jan’14.
* **Professional Synopsis:**
* Over 2½ Years of experience in Sales Business Development Relationship Management and Team Management Corporate & Financial Sector (Banking).
* Hands on experience in exploring & developing new markets, accelerating growth and achieving desired business goals.
* An innate flair for accepting challenges with entrepreneurship abilities in managing & leading sales functions and achieving desired targets.
* Skilled in managing teams to work in sync with the corporate set

parameters & motivating them for achieving business and individual

goals.

* An effective communicator with excellent relationship building &

interpersonal skills.

* **Job Description :**

**Indus Ind Bank–Associate Sales manager- Corporate Salary**

* Acquire the new corporates for Corporate salary’s NTB.
* Maintain good relationship with the tapped Corporate.
* Achieve Monthly sales target.
* Give presentation introduction to the clients.
* **Job Description :**

**ING Vysya Bank –Business Development Sales Officer Corporate**

**Sales.**

* Tap the new corporate’s from the market for salary accounts of their employees.
* Give presentation and send proposals regarding the induction of the organization and the services offered.
* Maintain good relationship with the existing and the new tapped clients to generate business at regular interval.
* Achieve sales target as per companies set goal sheet.
* Timely upload of the salary in the sourced accounts.
* Crossell of other banking services to the Salary account holders.
* **Achievements:**
* Best Cross Selling ASM in AP in NTB Team.
* **Personal skills:**
* Proven experience and track record in Sales.
* Quick learner.
* Ability to understand corporate financial business drivers and technology needs.
* Ability to respond to issues and deadlines with a sense of urgency.

## Strengths:

* Ability to motivate and be motivated.
* Positive attitude to continual learning and development.
* Enthusiastic & motivated. Hard working & Commitment to work.
* Accountable for all aspects of Team work.
* **PERSONAL INFORMATION:**

NAME **:** M.RAJKUMAR

S/O **:** BALAIAH

DOB **:** 02/Apr/1989

LANGUAGES KNOWN **:** ENGLISH, HINDI AND TELUGU

ADDRESS **:** Banjara hills, H no: 8-2-601/G/259

Road No: 10, Gowri Shankar colony,Hyderabad.

**Declaration** :

The above information is correctly and true for my knowledge and belief.

**M.Rajkumar**