**Gautam Kumar Singh**

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Mob. No: +91 9811834781

**OBJECTIVE**

To learn and perform to the best of my ability and enhance my skills in pursuit of contributing to the success in Banking field, and to obtain a position where I can maximize my multilayer of management Skills, quality assurance, program development, customer service, and a successful track record in Banking field .

1. COMPANY: Indusind Bank Ltd

LOCATION: Delhi –Nehru place Branch

DURATION: Since June’2013 to till date

DESIGANATION: Associate Relationship Manager

DEPARTMENT: Emerging Corporate, Branch Banking

* + Source new trade customer as well as premier current account and handle the trade transaction of existing customer.
  + Cross sell the other third party products.
  + Generate revenue mainly by trade and forex fee.
  + Handle HNI base of bank.

2. COMPANY: Yes Bank Ltd.

LOCATION: Delhi – Jasola Branch

DURATION: Since June’2011 to May’2013

DESIGANATION: Client Relationship Partner

DEPARTMENT: Branch Banking

* Acquisition CASA and TPP
* Maintain relationship with HNI in terms of current and saving account.
* Source new CASA as well as cross sell with the existing relationship.
* Handle HNI base of bank

**3.** COMPANY: Hdfc Bank Ltd.

LOCATION: DELHI – Sarita Vihar Branch.

DURATION: Since Nov’2008 to June’2011

DESIGANATION: Team Manager

DEPARTMENT: CANI

* Team handling of Current Account for the complete Branch business.
* Awarded for best Area Mapping of prospective Customers.
* Arranging Chartered Accountants & HNI Customers meet MOM basis.
* Generating personal leads of HNI Customers for achieving value targets.
* MOM cross sell of Saving Accounts & Insurance to build income achievement.
* Involves making cold calling jointly by sales manager & by team members on regular basis for high Value customers.
* Handling all the documentations and completing the collators.
* Rewarded twice for achieving 230% of Branch Retail MIS Targets on Quarterly Basis.
* Rewarded month on month for Best Team handling.
* Rewarded in the month of April for doing highest number of Current accounts.
* Utilizing client feedback & personal network to develop marketing intelligence for

generating leads.

**2.** **COMPANY:** HSBC BANK (Direct Sales)

**LOCATION:** Noida

**DURATION:** February 2007 to Oct’ 2008.

**DESIGANATION:** Sr. Sales Executive

* Selling of Personal Loan for salaried & Self employed segments.
* Génération of new leads & follow ups by cold calling.
* Prepration of MIS for Personal Loan to Sales Manager.
* Maintaing of Leads record and Lead updations for whole team.
* Rewarded MOM for achieving best number's in all over team.

**QUALIFICATIONS**

* MBA from IMT Ghaziabad - 2009.
* Graduation from Magadh University – 2002.
* Diploma in Computer Application.
* DOEACC “O” Level From DOEACC Society.

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**PERSONAL INFORMATIONAL**

* Date Of Birth: 9th March 1981
* Fathers Name: Chandra Kishor Singh
* Sex: Male
* Language: Hindi, English
* Nation: India
* Pan No: BFDPS3132N
* Current Address: H.No-157, Madanpur Khadar, Sarita Vihar, New Delhi-110076

Place: New Delhi

Date: **(Gautam Kumar Singh)**