**DHIRAJ**

H.NO. 210, Jain Chowk, Teliwara, Bhiwani (HRY)

Mobile: +91-8447984438

Email: dhiraj\_kumardkd@yahoo.com

**CAREER SUMMARY**

Dedicated Professional with **33 months** of work Experience in Banking, Sales and Sales Support. Extensive Skills and experience in Banking, Insurance Sales and Sales Support. Possess excellent interpersonal, communication, management and organizational skills with proven ability in customer relationship management and planning.

**WORK EXPEIRENCE**

**Role:** Senior Business Development Executive – Retail Banking

**Company:** ING VYSYA BANK

Since August 2011- present

**Responsibilities**:

* Generate New Business to achieve define targets in terms of number of customers, volumes and revenue of the segment.
* Deepening the relationship with the clients.
* Cross Sell of General Insurance, Life Insurance and Credit Card.
* Managing relationship with the customer.

**Achievements:** Received Best Performer of the Year Award at PAN India level, Received Certificate Of Excellence Award for Outstanding Performance and Significant achievement in the field of General Insurance.

**EDUCATION**

* Completed MBA from Institute of Technology and Science in 2011
* Graduation in B.Sc from Maharashi Dayanand University Rohtak (Vaish College Bhiwani (HRY)
* XII from Vaish Secondary School

**TECHNICAL SKILLS**

* Knowledge of MS-Office (MS-Excel, Powerpoint, MS-Word)
* Knowledge of Internet

**STRENGTHS**

* Excellent communication and Presentation skills .Experience working with business users as well as senior management.
* Flexibility to work with in different units and quick learning of the various processes
* Positive Attitude and capability to doing challenging tasks

**PERSONAL DETAILS**

Date of Birth : 01 Dec 1989

Father’s name : Sh. Krishan Kumar

Address : H.No. 210, Jain Chowk, Teliwara, Bhiwani - 127021

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