**SUDEESH KUMAR**

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**CAREER OBJECTIVE**

To achieve a development-oriented position in banking / financial sector which requires professional know-how, educational background, technical knowledge, and a dedication for excellence with valuable implementation.

**SKILL SETS**

* Excellent Team Management with communication and interpersonal skills.
* Field Experience of Commercial banking & Hospitality.
* Profound ability for Channel Management / Network Expansion with Strategic Implementation.
* Knack of getting associated with new projects right from scratch, getting them implemented within defined timelines and budgeted P&L targets.
* Strong ability to work under pressure and time constraints with Analytical Approach.
* Well versed with MS office, Internet Applications & Core Banking Software like Finacle updated version.

**PROFESSIONAL BACKGROUND WITH EXCELLENCE SUMMARY**

* Rich Experience of 4+ years in Banking (both Asset & Liability side of banking) & Hospitality.
* Current designated as Associate Relationship Manager– Branch Banking in Indusind Bank, Sadar Bazar, Gurgaon.
* Currently focused on increasing CASA, EXIM Accounts and Third party financial products of the Branch.
* 45 days project done with “PEPSI” VARUN BEVERAGES LTD., KOSI KALAN, MATHURA Project on “ ANALYSIS OF TRANSPORTATION COST.
* I had completed my research work with the topic “SCOPE OF RURAL MARKETING FOR FMCG COMPANY.
* Building relationships with high net worth individuals.
* Presenting information clearly to customers, work colleagues and third parties.
* Representing the bank within the local community.
* Opening new bank accounts for individuals and also companies.
* Good knowledge of finance and accounting
* Verifying customer data to detect and identify financial fraud.

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**WORK EXPEIREINCE SUMMARY**

1. INDUSIND BANK – GURGAON (02nd December 2013-Present)-Emerging Corporate Division

Role: Associate Relationship Manager

**Key Responsibilities:**

* Responsibility to achieve branch target in corporate current accounts and Trade accounts
* Responsibility to increase the Bank's profitability by cultivating new business relationships.
* Goal is to Grow accounts profitability by maintaining a high service standard and compliance.
* Generate the cross selling business from existing customers by selling other products.
* Maintain and develop customer relationships, new business, and periodic visit to existing customers.
* Manage and track the leads and maintain DSR on regular basis.
* Handle Forex & Trade Department.

1. INTERGLOBE HOSPITALITY PVT. LTD. (Feb 2012-Nov 2013)

Role: Marketing Manager

**Key Responsibilities:**

* Overall responsibility of hiring, retaining, developing and appraising the Unit employees in line with the HR philosophy of the company.
* Overall responsibility for increasing sales & profitability.
* Improve sales efficiency and effectiveness by creasing, recommending and implementing processes that improve customer and business orientation.
* Collection of database of companies around the hotel and go for marketing calls with the Sales Manager provided with utmost professional behavior with the clients.
* Meeting clients, resolving client queries, understand and meet their expectations.
* Sales Promotions with Day-To-Day Operations.
* Guest Feed Back, Guest Interaction, Getting the feedback from the guest and overall Guest satisfaction.
* Responsible to Design the guest service programs.
* Regular Interaction with the clients for more Business.

1. COMFIAC MANAGEMENT PVT. LTD., Gurgaon. (Dec 2010- Feb 2012)

Role: Marketing Manager

**Key Responsibilities:**

* Target the Corporate Clients for their long & short stays.
* Sales Reports – Daily Sales Reports, Weekly Sales Report, Monthly Sales Reports, other Reports (Daily Basis).
* Achieve monthly targets given by the G.M.
* Handling the guest with all the complaints or any request done by the guest.
* Responsible to Design the guest service programs.
* Taking care of Budgeting.
* Dynamic Business Development and Marketing Skills.
* Finding the raw properties through net or brokers.
* Acquisition of New Clients.
* Handle the customer queries.
* Regular Interaction with the clients for more Business.

1. HDFC BANK LTD., Gurgaon. (Aug 2009-Nov 2010)

Role: Marketing Manager

**Key Responsibilities:**

* Handling Responsibility for achieving the branch sales target in Business Banking, ensuring high quality service & customer relationship management.
* Ensuring cost & productivity norms are met & compliance with banking rules, regulations & procedures
* Handling sourcing of corporate A/cs and maintaining relationship.
* Managing and deepening of good net worth customer portfolio.
* Manage and track the leads and maintain DSR on regular basis.

**ACADEMICS:**

* MBA (Marketing) from Maharishi Dayanand University Rohtak (Haryana). 2009-2011.
* B.B.A. (Marketing & HR) from Rajiv Academy for Technology & Management, Mathura in 2005-2008.
* 12th (PCM) from U.P. Board in 2004.
* 10th (Science) done from U. P. Board in 2001.

**EXTRA CURRICULUM ACTIVITIES:**

* Participated in Management Development Programme on “THE POWER OF PROFESSIONALISM, SELF EVALUATION & PERSONAL GOAL SETTING” in college.
* Participated in International conference on “ENTREPRENEURSHIP IN NEW ECONOMY” in college.

**PERSONAL DETAILS:**

Father’s Name: Mr. Sukhveer Singh

Date of Birth: 24th April 1986

Marital Status: Married

Languages Known: English & Hindi

Nationality: Indian

I hereby submit my resume as a step in exploring the possibilities of the employment with your esteem organization. I also declared all the above information is true to the best of my knowledge.

Regards,

SUDEESH KUMAR