**MD SHAHNAWAZ SHABBAN**

**Address:- 22 Kewal Park,Ram Mandir Marg,Near-Ram Mandir**

**Azadpur Delhi-110033**

**Mobile No: +91-9958237098 +91-7838398276**

**E-Mail: msshabban@rediffmail.com**

**In Quest of career enrichment in the field of Retail Management / administrative Operations/Sale & Marketing/ Customer Relationship management with an organization of repute in Banking/Financial Services Sector.**

**AN OVERVIEW**

* A Result-oriented and dynamic professional with approx ***5 years +*** of qualitative experience in the areas of Retail Banking, Business Development, Sales & Marketing, and Customer Relationship Management with reputed organizations in the banking/Financial Services industry.
* **Currently Working with Yes Bank Ltd as a Senior Officer In the Retail Banking Group.**
* A Proactive Officer with expertise in handling Retail Banking encompassing retail sales, administration and dealing with regulatory authorities.
* Proven track record of increasing revenues by cross selling of products and by extracting more business form the existing and new customers.
* Possess excellent communication and relationship management skills with proven abilities in exceeding business targets consistently across assignments and thereby adding to the revenue growth.

**WORKING EXPERIENCE**

1.Working with **Yes Bank Ltd Sep 2014 To Till Date**

* **Department:** C- Serv. Branch Banking (CASA).
* **Designation**: Senior Officer.
* **Branch** : kamla Nagar.
* **Duration :** Sep 2014 To Till Date.

***Key Deliverables***

* **Sourcing Current & Saving Accounts *.***
* **Providing the services to our existing Current and Saving Account clients and sell Cross Sell Product like Insurance Policies, Credit Cards,Home loan, Personel Loan etc.**
* **Identifying prospective clients within our BSA(Branch Service Area)from various sectors, generate business from the existing, and thereby achieve business targets.**

2.Working with **ICICI Bank Ltd** April 2011 To Sep 2014

**(A)**

* **Department:** C- Serv. Branch Banking (CASA).
* **Designation**: Junior Officer.
* **Branch** : kamla Nagar.
* **Duration :** June 2012 To Till Date.

***Key Deliverables***

* **Sourcing Saving & Current Accounts** *.*
* Providing the services to our existing Saving & Current Account clients and sell Cross Sell Product like Insurance Policies, Credit Cards,Home loan, Personel Loan etc.
* Planning periodic sales targets & driving sales initiatives to achieve business goals.
* Initiating & developing relationships with key decision makers in target organizations for business development.
* Identifying prospective clients from various sectors, generate business from the existing, and thereby achieve business targets.
* Formulating, directing and coordinating marketing activities and policies to promote products and services through banks.
* Enquiry follow ups and Price negotiation with the customers.

**(B)**

* **Department :** Asset (Credit Card)
* **Designation**: Junior Officer
* **Branch** : kamla Nagar
* **Duration :** April 2011 To May 2012.

***Key Deliverables:***

* **Sourcing Credit Cards.**
* Identifying prospective clients from various sectors ,Like Salaried, Self Employed to generate business targets.
* Formulating, directing and coordinating marketing activities and policies to promote products and services through banks.
* Enquiry follow ups and Price negotiation with the customers.
* Planning periodic sales targets & driving sales initiatives to achieve business goals.

3. Working with **HDFC BANK LTD**

* **Department:** Corporate Salary
* **Designation**: Sr.Sales Officer.
* **Branch** : Gole Market (Cannought Place)
* **Duration**: From Dec 2009 to March 2011.

***Key Deliverables:***

* **Bringing new relationship of Corporate Salary Accounts.**
* Providing the services to our existing Clients as well as new Clients.
* Building good relationship for the Cross sell Products
* Selling Insurance Policies, Mutual Funds, General Insurance etc. in the Existing Corporates.

4. Working with **HDFC BANK LTD**

* **Department:** Corporate Salary
* **Designation**:Sales Officer.
* **Branch** : Gole Market (Cannought Place)
* **Duration**: From Aug 2008 to March 2009.

***Key Deliverables:***

* **Bringing new relationship of Corporate Salary Accounts.**
* Providing the services to our existing Clients as well as new Clients.
* Building good relationship for the Cross sell Products
* Selling Insurance Policies, Mutual Funds, General Insurance etc. in the Existing Corporates.

**Educational Qualifications:**

* **B.A** from **BRA Bihar UniversityMuzaffarpur** in 2003.
* **12th** from **L S College Muzaffarpur** from B.I.E.C Patna, in 1999.
* **10th** from **High School Kurhani** from B.S.E.B Patna, in 1997.

**Computer Knowledge:**

* Skilled with **MS Office.**
* Compatible with **Internet surfing.**

**Personal Information:**

* + **Date of Birth:** 4th January 1982
  + **Marital Status:** Married
  + **Nationality:** Indian
  + **Language Known :** English , Hindi & Urdu
  + **Father:** Md Ahrarul Haque
  + **Mother:** Kaisar jahan

**Permanent Address:**

* + **Vill:** Ghausi Khan
  + **P.O:** Kurhani
  + **Distt:** Muzaffarpur
  + **State:** Bihar
  + **Pin:** 844120

**DATE:**

**PLACE: ( Md Shahnawaz Shabban )**