**ABHISHEK SANI**

**Senior Business Development Officer** (ING VYSYA BANK LTD)

**91-9717757425**

**abhishek.sani@yahoo.co.in**

**abhisheksani125@gmail.com**

**PROFILE**

To secure a challenging position in bank, where I can effectively contribute my skills and processing competent skills.

**JOB DESRIPITION**

* **Handling a Team of 5 BDE from last 2 months**.
* Responsible for achieving the monthly sales targets, assigned to me, for various products (**Saving account, Current account, Credit cards, General insurance** etc) and services offered by ING Bank.
  + Cross sell new product and service opportunities.
  + Market mapping, customer mapping, competitor mapping in the geography assigned.
  + Proactively identify sales prospects and do business development activities in the geography assigned to me.
  + Follow up on new leads and referrals to generate business.
  + Follow the various internal guidelines and procedures of the bank
  + Ensure customer satisfaction and customer services.
  + Resolve customer queries/issues
* Maintain periodic status reports on daily basis, MIS including daily activity report and calls/follow-ups made.

**EDUCATION**

2015

2012

Completed **AMFI-5A C**ertification from NISM.

**NIIT UNIVERSITY RAJASTHAN:** Diploma in Retail Banking and Sales Management.

2009 - 2011

**GOVT POLYTECHNIC JHANSI:** Post Graduate Diploma in Computer Application

2006 - 2009 **M.J.P. ROHILKHAND UVIVERSITY BAREILLY:** Bachelor in Science.

2005 - 2006 **U.P. BOARD ALLAHABAD:** Passed 12th with First Division.

2003 - 2004 **U.P. BOARD ALLAHABAD:** Passed 10th with First Division.

**EXPERIENCE**

**ING BANK LTD**

MARCH14 - AT PRESENT

Working as a Senior Business Development Executive.

**ICICI BANK LTD**

OCT 12 – MARCH14

Worked as a Junior Officer.

**ACHIVEMENTS**

* **Won RANBHOOMI DRIVE in Dec 2014 and also PAN India 3rd position.**
* **BHAG Certification from last 8 months from Regional Business Manager. Which is the**

**Minimum benchmark in ING Vysya bank.**

* **Qualified Star League level-2 in one year.**
* **Total CASA NO. achieved till date in ING VYSYA : 62**
* **Initial cheque vale in 62 accounts: 1.02Cr**.
* **Mainly sourcing of current Account and Business banking customer**.

**SKILLS**

* Knowledge about banking sector mainlly in CA, Trade and Business Banking.
* Co-operative and a good team-worker.
* Good time manager and punctual
* Good listener and observer
* Positive attitude
* Quick learning approach.

**LANGUAGES KNOWN**

* English
* Hindi

**FAMILY BACKGROUND & PERSONAL DETAILS**

* **DATE OF BIRTH**

MARCH 04, 1990

* **ADDRESS**

House No. D 68 Avantika sector 1 Rohini New Delhi 110085.

* **FATHER**

Working in a private office .

* **MOTHER**

Housewife

* **ELDER BROTHER**

Elder brother working as a **Senior Clint Servicing Executive at Indiamart.com** .

*“I hereby declare that the above information's are true to best of my knowledge.”*

**Place:**

**Date:**

**(Abhishek Sani)**

**Reffered By:- Kunwar Naved Ahamad Khan (BM HDFC BANK) Mob :- 09999634220**