**CURRICULUM** -**VITAE**

**DHARMENDRA GIRI**

**E-mail:** dharmendra.dharmendra.giri@gmail.com

**Mobile No:** 09935715492,7309765492

**Objective:**

To work in a professionally managed organization, which offer challenging assignment and growth opportunity and translate my experience, knowledge, skill and abilities into value for an organization.

**Professional Experience:**

* **INDUSIND BANK L.T.D Lucknow/U.P. Associate Sales Manager**

**{June 2013 to till date}**

**Responsibility:-**

Responsibility to achieve branch target in retail business banking in CASA and Dmate A/C.

Responsibility to increase the bank’s profitability by deepening, cultivating new business Relationships.

Goal is to grow account profitability by maintaining a high service standard and compliance.

Generate the revenues business from existing and new customers.{Mutual Fund,Life Insurance,Health Insurance,Credit Card,Home Loan etc}

Maintain and develop customer’s relationships, new business and periodic visit to existing Customers.

Resolving all the exception within defined TAT and tracks all the lead & maintain DSR.

* **HDFC BANK L.T.D Lucknow/U.P. Team Leader**

**{Sept-2008 to May- 2013}**

**Responsibility:-**

Excellent team handling and responsibility for achieving the branch sales target in Retail Business banking in CASA.

Ensuring high quality service and customers relationship management and Ensuring the self and Team productivity.

Managing and deepening of good networth portfilio and generate the business from existing and New customers.{Life Insurance, Dmate A/C, Credit Card, Home Loan, Health Insurance etc}

Manage and track the lead and maintain DSR on regular basis of team and team business report to Sales manager and Area Sales Head.

Resolving all the exception within defined TAT.

**BAJAJ ALLIANZ LIFE INSURANCE CO. LTD Lucknow/U.P. Insurance Sales Officer{June-2007 to Aug-2008}**

**CITI Bank Credit Card Division Lucknow/U.P. Sr. Sales Officer{march-2006 to June-2007}**

**Professional Qualification:-**

* DIT(DIPLOMA IN INFORMATION TECHNOLOGY) COURSE FROM NIIT.

**Academic Qualification:-**

* B.COM from LUCKNOW University in 2002-2005
* M.COM from KANPUR University in 2005-2007

**Co Curricular Activities:-**

* Vice captain of inter school cricket team.
* Stood 1st in Inter school sports competition.

**Strengths:-**

* Sincere and Hardworking.
* Problem solving capabilities.
* Ability to define my goals very clearly.

**Personal Memoranda:-**

Date of Birth : JAN 06, 1983

Marital status : Married

Nationality : Indian

Gender : Male

Father’s Name : Ram Ratan Giri

Permanent Address : 5, Avadh Vihar near Harihar Nagar,Indira Nagar,Lucknow

Language Known : English, Hindi

**DATE: DHARMENDRA GIRI**