### RESUME

### BIKASH KUMAR MALLICK

**E-Mail: bikashmallick1985@gmail.com**

**Mobile: +91 9338689257**

**Address:- Qtr No-1R/17, Road No. 2, unit 9, Bhubaneswar.**

**PROFESSIONAL SUMMARY**

A dynamic professional with more than 6Years 9 months of experience in banking, Insurance, direct sales. Exposure in handling client queries, providing them feasible solutions & building healthy relationships thereby achieving high customer satisfaction. Good customer relationship.

**ACADEMIC PROFILE**

* Master of business administration (MBA), Specialization in Marketing and HR, from PERIYAR UNIVERSITY (PRIDE), TAMILNADU.
* B.A with ECONOMICS Honors’ from H. K. MOHATAB COLLEGE under F. M. UNIVERSITY.
* INTERMEDIATE from CHARAMPA MAHAVIDYALAYA, BHADRAK
* MATRICULATION from B. J HIGH SCHOOL, BHADRAK.

**WORK EXPERIENCE**

**1.** **Present Employer** : **KOTAK MAHINDRA BANK LTD. BHUBANESWAR**

**Designation**  **: ASST. MANAGER**.

**Duration**  : **27th May 2013** to till date.

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| --- | --- |
| **Roles & Responsibilities** | * Increase the book size of the branch through deepening and new CASA acquisition. * Acquire HNI customers for bank and provide priority service to them. * Accountable for achieving Sales and revenue target by mobilizing all Bank Products as well as third party product like LI, GI, MF and Demat. * Managing and achieving all the target of the branch in terms of a/c opening as well as revenue generation. * Providing superior service to the client with the co-ordination of operation staff as well as team members. |

**Achievements**

* Winner of RSM KE YODHA contest for doing insurance And Winner of TD MANIA contest for doing 50 lakhs FD.
* Recently won the GO CASA contest for doing 10 accounts in 7 days.

**2. Company Name : HDFC Bank Ltd. Bhubaneswar (16th july 2008 to 10th april 2013)**

**Designation : Team Leader**

**Department : Direct Sales- Liabilities**

**Roles and Responsibilities :**

* Responsible for increase the customer base of the branch.
* Handling the teams for CASA Liabilities sales for Bhubaneswar (Nayapally)branch.
* Achieving the branch wise targets for CASA No’s and Value.
* Products handled are Savings & Current a/c, FD, Online Trading accounts.
* Selling of TPP like HDFC life insurance and mutual funds.
* Managing a team of 08 sales officers.

**Achievements:**

## Two time champion Team Leader and getting good recognition from the RSM level

## 10 and above time medals from the Branch Manager with letter of appreciation.

## Four time LI champion with letter of appreciation.

**COMPUTER PROFICIENCY**

M.S.OFFICE (WORD, POWERPOINT, EXCEL) & MS- OUTLOOK

**PERSONAL DETAILS**

Gender : Male

Marital Status : Married

Date of Birth : 4th july 1985

Hobbies : Reading GEETA & NEWS PAPER.

Language knowing : English, Hindi & Oriya

**DECLARATION**

I hereby declare that all the information given above is true to best of my knowledge and belief.

**Date**

**Place Signature**