**Praveen Kumar  
  
M: - 9910120063  
Email:-praveen63kumar@gmail.com**

Aspiring towards Challenging Assignments in Banking Operations/ Client Relationship Management/ Customer Service/ Quality Assurance with a reputed organization preferably in the Banking Sector.

**EDUCATIONAL CREDENTIALS**

* 10th from CBSE Board, Delhi
* 12th from CBSE Board, Delhi
* B.com (PASS) from Delhi University.

**PROFESSIONAL TRAINING**

- Basics of Programming - Communication skill

- Team building and leadership - Negotiation of business deals

- Decision making in International firms - Internet and web- technology

**INDUSTRIAL PROJECT HANDLED**

I have 5 + years of experience in Banking, Marketing.

Working in Yes Bank Ltd as Business Relationship Partner from December 2013 to Till Date:

**Accomplishments:**

* Acquiring HNI Clients
* On boarding of customer with M + 1 Activation
* Deepening in sourced account
* Current account book Growth and engaging customer with Bank
* Cross selling of third party products Like Insurance, GI and Savings

Worked with Kotak Mahindra Bank as Premier Client Solution Manager from December 2011 to December 2013:

**Accomplishments:**

* Opening Current Accounts from Cold calling
* Providing services to the clients
* Cross selling products like insurance, Gi and Savings
* Arranging proper data of the customer
* Book Growth with deepening.

Worked with HDFC Bank as Team Manager from July 2009 to December 2011:

**Accomplishments:**

* Enhanced client satisfaction by providing quality service
* Opening new current a/c for the companies through cold calls and reference calls
* Arranging proper Data base of the customers for further need
* Taking reporting’s from the team and motivating their moral

**KEY ACHIEVEMENT IN CAREER**

Promoted as team leader (Cani) in 6 Months and handling 4 Team Members

Achieved Silver Coins for doing maximum CASA in HDFC Bank

Awarded Certificate of Appreciation for Life Insurance in Kotak Mahindra Bank

Achieved Achiever certification in RACE in Kotak Mahindra Bank

Awarded SAMAAN Appreciation by Sr. Regional Head in Kotak Mahindra Bank

Awarded Certificate for Winning Yes Bank Euphoria Contest for CASA in Yes Bank

Achieved CASA KA MAHA in the Month of FEB and MARCH 2015 in Yes Bank

Achieving Wild Rafting Contest by National Head in Yes Bank

Achieved Certificate for CASA VALUE in the Month of March 2015 in Yes Bank

**PERSONAL DETAILS**

Father’s name : Jagbir Singh

Date of Birth : 14 SEPTEMBER, 1985

Sex : Male

Nationality : Indian

Languages : Hindi & English

Hobbies : Introduce to Newcomer, Reading books & Novel,

Making new Friends and Riding Bikes.

Address : C/O B-96, Gali no.25, Bharat Vihar, Rajapuri, Uttam Nagar

New Delhi-110059

Place: New Delhi Signature

Date: (Praveen Kumar)