**BABRUBAHAN NAYAK**

**E-Mail:** [bnayak.babru@gmail.com](mailto:bnayak.babru@gmail.com) **Mobile:** **+**91-9438842081

***Seeking middle level assignments in Customer Service/Business Analysis with an Organization of repute, preferably in the Banking sector.***

**SUMMARY: -** Achievement oriented with excellent people management skill and ability to manage change with ease, inquisitive to learn new thing patient and creative.

**Presently Associated with KOTAKMAHINDRA BANK LTD. As an Assistant Manager.**

An effective communicator with good presentation skills. Ability to support and sustain a positive work environment.

**Since 8th July2013 to till date**

**Kotak Mahindra Bank Ltd,Badambadi,cuttack**

**Key Deliverables**

**Direct selling of all banking product.**

* Achieve sales target providing customers service and relationship management with the customers.
* Opening of accounts and increasing the CASA of the bank.
* Acquisition and development of new business opportunities acquisition high value accounts of corporate.
* Responsible for cross selling of financial products like Life Insurance, general insurance, Gold, mutual funds etc and enhancing relationship with existing customers.
* Deepening of existing current account saving account relation-ships generation of new referrals from internal database.
* Conducting various promotional activities in order to penetrate new market.

**Client Relationship Management.**

* Implementing business retention techniques and initiating revenue generation through service to sale.
* Identifying and networking with prospective clients, generating business from existing accounts and achieving profitability and increased sales growth.

**Since 13th June 2011 to 22nd June 2013**

**AXIS Bank Ltd., Bidanasi Branch, Cuttack. BDE. (BUSSINES DEVLLOPMENT EXECUTIVE)**

**Key Deliverables**

***Direct selling of all banking product.***

* Opening of accounts and increasing the CASA of the bank.
* Responsible for cross sell and enhancing relationship with existing customers.
* Selling of investment products like LI, GI, MF,GOLD etc.
* Monitoring the targets and submitting of variance reports to the top management.

**ACHIVED:-**

* Earned consecutively 5 time incentives in the year 2012.
* Highest GI business in the October, November & December 2012.
* Awarded gold medal for doing highest Gold selling in the oct2012.

**11th Oct 2010 to 11th June 2011. INDUSIND BANK LTD. Relationship officer**

**Key Deliverables**

* Opening of accounts and increasing the CASA for the bank.
* Responsible for new client development.
* Deals with the all third party products like LI,GI,MF etc.

**HOBBIES:-**

* Reading books and magazines.
* Listening soothing music.

**ACADEMIA:-**

* M.B.A 2012 to Continue.PTU (Distance).
* B.A From S.S University
* +2Sc.CHSE.
* HSC.

**IT SKILL & PROFFESONAL COURSE :-**

* PGDCA.
* IRDA PASSED.

**PERSONAL DETAILS:-**

Name - Babrubahan Nayak

Father’s name - Trilochan Nayak

ADDRESS - Patra sahi,College Square

Cuttack,Odisa-753003.

DOB - 1st Aug, 1983

Sex - Male

Religion - Hindu

Nationality - Indian

Marital Status - Single

Language known - English, Hindi, Odiya

**DECLARATION:-**

I hereby declare that all information furnished above is true complete and correct to the best my knowledge and belief.

Date:-

Place:- Signature