**DURGA NATH JHA**

**Contact no. - 9650130394 E mail-Durga0nath@gmail.com**

**Expertise of over 3.5 years in banking industry and presently handling activities of direct sales, working for Axis Bank Ltd.**

**SUMMARY**

* Achievement oriented with excellent people management skills and an ability to manage change with ease
* Well adaptive towards corporate culture and behaviour & ability to work under pressure
* An ambitious & hardworking individual with patience & dedication
* Excellent relationship management and ability to manage time effectively

**CAREER GRAPH**

**Organization : Axis Bank LTD**

Post held : Sales Officer-Sales

Department : Sales

Working (since) : 18 feb. 2012 to till date

Job profile :

* Enhancement of branch clientele and deepening of customers account.
* Directly responsible for promoting Bank products.
* Assigned responsibility of Customer Relationship Management
* Relationship management

**Key Responsibilities**

* Acquisition of current accounts and savings accounts .
* Selling of bank’s insurance products
* Enrichment of balances in the accounts opened
* Relationship management and be a primary banker for them
* Acquisition of trade current accounts and assisting them in trade transaction.

**Achievements**

* Have been awarded for doing good life insurance business in whole financial year and Won many certificate for CASA acquisitions.
* Have won cash incentive and certificate for bringing high value funding in NTB acquisitions.
* Completing month on month targets for acquisitions as well as funding.

#### Have been sourcing more than 20 savings accounts & current account for the branch month on month basis.

#### Have received certificate of appreciation from the Circle Office for performing good in Life Insurance products in Delhi

#### Have been a top performer for doing Maximum General Insurance.

**Organization : HDFC BANK LTD.**

Post held : Customer sales executive

Department : Sales

Working (since) : 22 June 2011 To 17 Feb 2012

Job profile :

* Directly responsible for promoting Bank products.
* Assigned responsibility of Customer Relationship Management
* Relationship management

**Key Responsibilities**

* Acquisition of corporate voice and data connection.

#### EDUCATION CREDENTIALS

#### B.com in 2008,

#### Ram Krishan College Madhubani, L.N.M. University Dharbhanga.

##### PERSONAL PROFILE

Date of Birth : 21.04.1987

Father Name : Mr. Govind Jha

Marital status : Single

Address : D-275 Ganesh Nagar / Pandev Nagar complex New Delhi-110092