***RESUSME***

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| **Manish Tanwar**  *E-mail:-*  53manishtanwar@gmail.com  *Contact No.*  *9034770711*  (+91) 8295938573 *Address:* SoneBhawan,Dinod Gate,  LoharuRoad,Bhiwani  *Personal Data:-*  *Father Name*:-Sh. Bharat BhushanTanwar.  *Mother Name:-* Smt. Meena Devi  *Born On*:- 02 April,1990  *Language*:- English, Hindi,  *Sex*: - Male  Cast:- B.C.-A  *Nationality*:- Indian  *Marital Status*:- Married | **CAREER OBJECTIVE**  To contribute the Organization with the best individual efforts for achieving its goal and to have a continues self development by way of learning and exposure to new assignments  **EDUCATION.**  MBA WITH HR N FINANCE  Retail Banking Diploma From IFBI n ICICI bank  Graduation with ART from MDU  10th & 12th from HBSE  **EXP.**  CURRENTLY WORK WITH ICICI BANK LTD. FROM JULY 2013.  ONE RATED IN LAST FINACIAL YEAR(2014-2015). **Responsibilities**  * Selling banking multi products, maximizing accounts profitability through cross selling company's other products such as personal loans, smart loans and liability accounts,identifying business opportunities by listing new companies. Handling customer queries and providing feedback. In all opening Pay pay roll accounts in Corporate, Salary Accounts, Dumy Accounts Sales & Marketing Banking Products, Developing relations with Customers. * Dealing to clients Asian, European and Middle East * well known defects of the competition to inform our prospects on how we do business better. * Adaptable and self-motivated in a fast moving environment, Excellent communication skills. * Used of myself as a problem solver and solution provider rather than a salesperson. * Dealt with customer service issues. managed client relations to promote long-term relationships. * Responsible for implementing best customer service practices to improve sales channels and minimize customer complaints. * Responsible for preparation of weekly and monthly sales reports.   **Specialties**  Retail Banking Professional Sales & Business Development: Specialty hardcore experience in Sales & Marketing.  Exploring potential business avenues, Identifying prospective clients, generating business from existing clientele, thereby achieving business targets.  **COMPUTER SKILL’S**   Tally from **N.I.A.**   * **MS Word -**Setting margins and columns, word wrapping, indentation, Headers and footers, setting tabs, inserting page and paragraphs breaks, Character formatting, paragraph formatting, page formatting, page set up and Printing the document. * **MS Excel -** Working in spreadsheets, editing cell contents, command for worksheet /workbook, pivot table etc. * **Internet -** Good working knowledge.   **Retail Banking Skills**  Having strong background in sales and customer service and have minimum of 2 years of experience in retail banking selling to multi products  **Summary**  I consider myself to be a student of the Secret Art of Selling.   Sales is a profession that the minute you think you know it all is the day you should do something else.   i have learned more from my losses than I have my wins.  **Manish Tanwar** |