**NEERAJ SINGH BISHT**

S/O Mr. R.S.Bisht, Bank Colony Khushalpur, PO Majhola, Moradabad 244001

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**OPERATIONS/ BUSINESS MANAGEMENT – BANKING INDUSTRY**



**Career Objective**

To seek a challenging position in your organization, where I can put in my skills and abilities to best of my as well as organization’s growth.

**PROFILE**

 Extensive knowledge in Back Office Operations, Business Management across Banking Industry.

 Result oriented with capability to execute Business Plans, align business activities to the vision and strategy of the organization, improve internal and external communications

 Rich people management skills with demonstrated abilities in managing customer centric operations, ensuring customer satisfaction by achieving delivery & service quality norms.

 Pragmatic, with proven managerial acumen and abilities to withstand work pressures, deliver assignments within specified time frame without compromising on quality benchmarks.

 Resourceful and competent to create win-win relationship with Clients and Customers.

**Operational Expertise**

Client Servicing • People Management • MIS Management • Client/Customer Relationship Management •Operations Management •



**PROFESSIONAL EXPERIENCE**

**WORKED WITH AXIS BANK LTD (2006-2014)as Branch Sales Manager ( Deputy Manager).**

 Entrusted with the responsibility of supporting team for Generating business for various banking products as well as other financial & third party products

 Mentor a team of planners in achievement of monthly sales target and revenue generation

 Maintain liaison between advisors and ensure business generation from clients

 Work in co-ordination with insurance research team for giving them inputs on client profilers for data gathering from client, giving inputs for software features enhancement in terms of the insurance review output that it displays.

 Manage the sales and marketing operations and accountable for increasing sales growth

 Identify and implement strategies for building team effectiveness by promoting spirit of co-operation between team members.

 Ensure constant aggravation in Assets under management.

 Adroitly handle queries and complaints of customers and resolve them

 Create strong relationship with existing customers, services, advises them on their financial needs and uses these relationship to generate strong referral

 Generate business growth and financial growth for team members as per goals set for the assessment period

**Achievements**

 8 times awarded with silver club membership for savings account given by President & Senior vice president

 One time awarded with Diamond Club membership for savings account by President & Senior vice president

 Qualified twice for President Club

 Received 2 apperception letter from Zonal Business head and circle head for current accounts

 Have won the contest for General insurance, and Life insurance

**Professional & Academic Qualification**

**Bachelor of Arts, 2000**

M.J.P. Ruhilkhand University,

**Computer Proficiency:** Windows (98/XP/ 2000 / Professional / Unlimited), MS-Office.



**Interests &Hobbies**

I love a lot being in heart of nature, have pleasure trip at hill station& exploring the wild life.I also enjoy long drive with family & friends.



**References**: Available on Request

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