**ATUL KANTILAL PALIWAL**

N32/R1/10/4NEAR DURGA MATA TEMPLE Mob- 9762302367.

MAHARANAPRATAP CHOWK Email-atulpaliwal6304@gmail.com

NEW CIDCO NASHIK 422009

**Job Objective**

Seeking Managerial Assignments in Sales & Marketing, Business Development, Key Account Management with a high growth oriented organization preferably in Banking and Financial Industry.

**Professional Synopsis**

A competent professional with 3 years experience in the area of Sales & Marketing of Banking & Team Management, is working with **Yes Bank Ltd Nasik.** **As a Client Relationship Partner** from last 2 Years well versed with CASA Products, Salary Account Management, CMS, Asset Products, Insurance & Mutual Funds, etc. Managing product promotion, accelerating growth & achieving desired targets. Possesses excellent interpersonal, communication, team building, negotiation, organizational and relationship management skills.

**Areas of Expertise**

***Sales & Marketing***

* Implementing Business Development plans to map new acquisition against targets allotted as per the Goal Sheet and ensuring service delivery. Coordinating with other departments so as to achieve the individual & organizational goals.
* Implementing competent strategies with a view to penetrate new accounts, Salary Accounts, Life & General Insurance, Mutual and expand existing ones, meeting pre-determined business objectives.

***Customer Relationship Management***

* Effective Management of Customer Relationships ensuring maximum customer satisfaction by providing timely clarification of queries.
* Interacting & developing rapport with all external/internal constituents of client at all levels for maximum client retention and achievement of revenues, ensuring ease of cross sell by providing one stop solution to the segment clientele.
* Rendering effective investment advisory service to the Clients.
* Round the clock portfolio monitoring service to mapped / assigned customers.
* Recruiting, managing & monitoring the performance of team members to ensure efficiency in business operations and meeting of revenue.
* Conducting meetings for setting up sales objectives and designing or streamlining processes to ensure smooth functioning of sales operations.

**Career Highlight**

**Yes Bank Ltd. 5th June 2013 to Till Date**

***Client Relationship Partner***

* Acquiring & Handling Portfolio of assigned CASA, Salary A/C’S, Investment & Insurance Products for the Nasik Branch.
* Responsible for Sourcing of New saving Account and generation to enhanced book size & Liabilities business.
* Month on month achieving cross sale, like Mutual Fund/ GI/ Life Insurance.

**HDFC Bank. December 2011 to May 2013.**

***Sales Executive***

* Acquired New Clients, Sourcing CASA.
* Lobby Management And Providing Services as per Client Requirements..

**Educational Qualification/Achievements**

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* B.com for the year March 2010 from Pune University.
* H.S.C. From KTHM college with 55.17 % in the year march 2007.
* Toppers challenge Insurance Oct.-Dec.2014 Blue ribbon qualifier.
* CASA Carnival contest April 2014.
* Yes bank maximum Euphoria Interim Contest F.Y 2014-2015.

**Personal Details**

Date of Birth : 18/09/1987

Gender : Male

Marital Status : Married

Place :-Nashik Atul Paliwal