**curriculum vitae**

**SANDEEP SHARMA**

Current Address:

Ward No-4 Near Old Dharmshala

Nuh, Mewat

Haryana-122107

Mobile- 07876757875, 8295938585

E-mail: sandeepsharmain0007@gmail.com

Sandeep.sharma@icicibank.com

**Objective**

Intend to achieve a managerial height with team spirit in high tech environment with committed and dedicated people who will let me explore myself and realize my potential and to work with credibility, Transparency, Accountability, and Commitment.

**Professional summery**

* An excellent communicator with interpersonal skills and exposure in conducting, arranging workshops.
* Coordination to the customer service and Branch Banking Process spread across the nation.
* Executing customer service and query resolution with Branch banking process and achieving sales target.
* Special campaigning for CASA sourcing and arranging special events in branch for CASA and Fee products like Senior citizen meeting, Drawing completion, yoga lectures in Branch to enhance relationship and business.
* Special focus on M0 and M1 bucketing, for making the accounts profitable for organization, Opened by me.
* Lobby management and customer engagement by visiting customer on a regular frequency.

**Currently Working Experience of Three Year**

Bank - ICICIBANK LTD.

Group - - Retail Banking Group

Sub Group - C-Serv Branch Banking

Designation - Senior Officer

Location - Sohna(Gurgaon)

DOJ - 02-06-2012

Assignment - Sales of CASA Product and enhancement of the

relationship .

**Job Responsibilities**

* To play the Role of Banker and meet the financial needs of the Bank existing and new Customers with the Marketing of Banking Product.
* Ensure the good customer service and maintain relationship with all NCA and ERV client for on boarding and referral.
* Ensure that the required monthly average balance (MAB) maintained in all account opened.
* Sourcing Account mix to have the required privilege banking accounts share.
* Ensure that the required sales management process is being followed.
* Learn and use the sales pitch in every customer interaction.
* Understand customer needs and ensure no wrong information is given to the customer.
* Ensure transaction and Banking Product attachment with every accounts i.e.: FD/RD,
* Bill pay, ECS/EMI, LI, GI and Zero rejection.
* **Education Details**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **EXAMS** | **BOARD/UNIVERSITIES** | **SUBJECTS** | **YEAR** | **% OBTAIN** | **REMARKS** |
| **M.B.A** | MAHARSHI DAYANAND UNIVERSITY | FINANCE | 2010-13 | 63.00 | 1ST |
| **B.COM** | MAHARSHI DAYANAND UNIVERSITY | COMMERCE | 2007-10 | 55.00 | 2nd |
| **INTERMEDIATE** | H B S E | COMMERCE GROUP | 2006-07 | 60.00 | 1ST |
| **MATRIC** | H B S E | SCIENCE GROUP | 2003-04 | 58.00 | 2nd |
|  |  |  |  |  |  |

**Achievements**

· Month wise achieve target & win CASA IDOL contest.

. Always won the Head start and I Am Active contest every month and Beat your Best at Regional level.

. Always contributed in Fee Products, particularly LI and GI MOP targets.

. I have got the 2nd position in Delhi(NCR Region) in the context of CASA IDOL as a Senior Officer.

**Languages**

Language known : - English, Hindi and Regional.

**Personal information**

Date of Birth : - 30/08/1991

Marital Status : - Unmarried

Expertise :- Team Management

**Interests and Activities**

To read news paper, bike & car driving.

**Computer Skills**

* Operating Systems : Windows XP, UNIX
* Software Suits : MS Office
* Technologies : Internet

Date:- SandeepSharma