**MALINI ASOKA VARMA**

**E-MAIL:** maliniasokavarma@gmail.com

**PH. NO:** +91 999 589 3886 , +91 485 2548895

**MISSION**

To enhance my working capacities, professional skills, business efficiencies and to serve my organization with determination and commitment. As an experienced banking professional, I would like to utilize my earlier experience and knowledge in banking by contributing to the improvement as well as progress of the bank. I will be putting my best efforts in terms of time and learning new banking techniques and methods that would implemented in my tenure as a manager.

**Education**

2013 : Post Graduate Diploma in Banking Operations, IFBI-NIIT

2011 : MSc in Biotechnology

Mar Athanasius College- MG university- 71%

2009 : BSc in Biotechnology

Al Ameen College-MG University- 72%

2006 : XII - Science Higher Secondary

KeralaEducation Society Sr Sec School- New Delhi- CBSE- 50%

2004 : X – Secondary Education

KeralaEducation Society Sr Sec School- New Delhi- CBSE- 70%

**Experience**

ICICI BANK | Trivandrum, Kerala.

Senior Officer- Value Banker 2013 – 2015

* To manage portfolios of NRI, Wealth and Commercial Clients of ICICI Bank
* Generating new business & enhancing existing customer service thereby contributing to the branch profitability & high quality customer relationship management.
* Mapping the client's requirement & provide them expert advisory service pertaining to selection of right products.
* Ensuring compliance with statutory requirements laid by acts Governing Banking regulations.
* Managing the key account relationship & serving as the single point of contact for High Net worth Customers, increasing CASA, Time deposit & maximizing fee income for the bank
* Updating & maintaining all sales in SFA like Calls, Visit, Business closed Prospects, Attritions & reporting daily MIS of sales to Regional Head.
* To achieving sales target of Customer to Group (CTG) and Product to Group (PTG)

CONFEDERATION OF INDIAN INDUSTRY | COCHIN, Kerala.

Executive 2012

* To manage the portfolios of business members and partners, which includes Banking, IT and Government Organizations through service marketing
* Creating and providing business platforms to our various members through conferences, seminars, exhibitions and projects

**ACHIEVEMENTS**

* Audit of Cash processing in RBI
* Achiever and Best Team Leader in National Cadet Corps.
* Best Performer in Intercollege Seminar and Presentation

**KEY Skills**

NRI AND WEALTH CLIENT SERVICING, FRONT DESK MANAGEMENT, CASH TELLER, COMPLIANCE, SERVICE AND PRODUCT MARKETING, EVENT MANAGEMENT.

Areas of expertise

Business Analysis, Negotiation, Sales, Presentations, Technical Analysis, Financial Analysis, Management, Business Development, Marketing, Knowledge in molecular techniques(PCR, RFLP, RAPD, Cloning), biochemical and microbiological techniques.

**Prjoect Profile**

Completed MSc project on the carrier frequency of W24X mutation in connexin 26 gene in Kerala Population under the guidance of Dr. Anu Yamuna Joseph (Head, Biotech dept, MA College).

**Personal Details**

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| Father's Name: Asoka Varma C K  Date Of Birth: 15-06-1988  Nationality: Indian |
| Marital Status: Married  Languages Known: English, Malayalam, Hindi  **Address:**  Current address: padmavilas palace, palace no 17(S), fort, tripunithura, ernakulam-682301  Permanant address:  Kizhakke Madhom, Kuttilanji, Iramalloor P.O., Kothamangalam, Ernakulam |