# **GURMIT SINGH**

# Vill :- Bala pindi PO:-Bharth, Distt:- Gurdaspur

**Phone**: +91 9115299522 ,+91 9914699522; **Email**: [mbgurmit@gmail.com](mailto:mbgurmit@gmail.com)

# **SALES MANAGEMENT PROFESSIONAL**

**Offering 3+ years of prolific experience and seeking managerial level assignments across Banking & Finance Industry**

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PROFILE

* Competent, diligent & result-oriented professional, with an experience of 3+**years** in handling **Sales(CASA),**currently spearheading as **Commercial Business Executive-CASA with DCB bank Ltd.**
* Proactive professional with keen business acumen to achieve desired results/Targets; demonstrated capabilities in implementing business practices in conformity with global standards.
* Highly analytical & detail oriented in approach with strong ability to adapt and handle risk operating outside comfort zone with a reputation for consistently going beyond what is required and using personal high standards to achieve results

**CORE COMPETENCIES**

**Sales**



PROFESSIONAL EXPERIENCE

**DCB BANK LTD. (1Jan. 2015 – Till Date)**

* Manage the sales of CASA ,Gold Loan, PL, LAP, CV, LI Product achieving sales Targets.
* Acquiring new customers, deepening existing relationship into other avenues and getting new business from existing clientele.
* Generating leads and referrals from existing clients and responsible for tapping new clients.
* Successful management of Cross Sell portfolio and achievement of targets.
* Handling customer queries & complaints and ensuring earliest resolution of their issues coordinating with Zonal Office and Central Office if required, for the utmost satisfaction and customer delight.
* Assisting customers for their various needs pertaining to investments, account operations and other banking services.
* Dealing with HNI clients of the bank and cross sell to them
* Presentation and sales skills
* Knowledge of foreign currency
* Current accounts and savings accounts

**ING VYSYA BANK (FINANCE SERVICES) LTD (Since 19Dec. 2013 to 31Dec.2014)**

* Manage the sales of Gold Loans achieving sales targets.
* Acquiring new customers, deepening existing relationship into other avenues and getting new business from existing clientele.
* Generating leads and referrals from existing clients and responsible for tapping new clients.
* Successful management of Cross Sell portfolio and achievement of targets.
* Handling customer queries & complaints and ensuring earliest resolution of their issues coordinating with Zonal Office and Central Office if required, for the utmost satisfaction and customer delight.
* Assisting customers for their various needs pertaining to investments, account operations and other banking services.
* Dealing with HNI clients of the bank and cross sell to them
* Presentation and sales skills

**ICICI BANK LTD. (31Oct. 2011 - 20June 2013)**

**Junior Officer (CASA)**

* Manage the sales of CASA, Personal Loan , Gold Loans and LI product achieving sales targets.
* Acquiring new customers, deepening existing relationship into other avenues and getting new business from existing clientele.
* Generating leads and referrals from existing clients and responsible for tapping new clients.
* Successful management of Cross Sell portfolio and achievement of targets.
* Handling customer queries & complaints and ensuring earliest resolution of their issues coordinating with Zonal Office and Central Office if required, for the utmost satisfaction and customer delight.
* Assisting customers for their various needs pertaining to investments, account operations and other banking services.
* Dealing with HNI clients of the bank and cross sell to them
* Presentation and sales skills
* Current accounts and savings accounts

**Technical Skills:**

* Business mergers and acquisitions
* Customer satisfaction
* Solution implementation
* Private Banking
* Online banking
* Portfolio management
* Data processing
* Very good hand in using **MS Office**: MS Word, MS Power Point, MS Excel.



EDUCATIONAL CREDENTIALS

**Master of Management (MBA)** 2008

Punjab Technical University ,jalandhar

**Bachelor of Arts** 2006

Guru Nanak Dev University, Amritsar

**PG-Diploma in Retail management 2009**

**Institute of management, Ghaziabad**

**COMPUTER AND SOFTWARE SKILLS**

* Windows 98, 2000 and XP, DOS environments, basic programming, office software (MS word, PowerPoint, excel, MS publisher), Adobe, Corel, Origin



**Personal Details:-**

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| FATHER’S NAME | : | Sh. Dalbir singh |
| DATE OF BIRTH | : | 26TH July1985 |
| Martial Status | : | Married |
| NATIONALITY | : | Indian |
| PERMANENT ADDRESS | : | Vill:- Balapindi,Po:-Bharth,Teh Dinanagar, Distt. Gurdaspur, Punjab-143532 |