

# PAVAN PRAJAPATI

## INSTITUTIONAL BUSINESS MANAGER

### About

To give my best to the organization and want to work efficiently and intend to build a remarkable career with leading corporate of hi-tech environment with committed and dedicated people, which will help me to explore myself fully and realize my potential so that I can get expertise in work and achieve organizations objective along with achieving my personal benefits.

### Contact



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102 Swaminarayan Park,  
Nr Smurti Mandir, Nigam Road,  
Ghodasar, Ahmedabad - 380026

### EDUCATION

#### SSC

Gujarat Education Board  
Percentage: - 68 %  
Passing Year - 2003

#### HSC

Gujarat Education Board  
Percentage: - 81.50 %  
Passing Year: - 2005

### SKILLS

- MS - Office
- Advance Excel
- Outlook
- Power Point
- Pivot Table
- EOD Report

### CERTIFICATION

#### • BBA / 2008

Business Administration  
Percentage: - 60.80  
Gujarat University  
Ahmedabad

#### CFA / 2012

Charter Financial Analyst  
Grade: 6  
ICFAI University, Tripura

## Work experience

**ICICI Bank Ltd / June 2010 to Sept 2021**

**Relationship Manager / TASC**

- Joining as Sales Executive in (Government and Institutional Business.)
- Develop and nurture trust relationships with a portfolio of major clients
- Understand TASC customer needs and requirements and provide best TASC products with CMS and digital solutions
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Dealing with high profile government client
- Help to fulfill client Requirement and Provide best Banking Services.

**Axis Bank Ltd /Sept 2021 to Jan 2022****Relationship Manager / TASC**

- Acquisition of new Institutional customer to enhance sales in stipulated timelines on best effort basis.
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**ICICI Bank / Feb 2022 to present****Relationship Manager / Government and Institutional Business**

- Good Customer Base of NGO , Education institutions, Company, Religious Trust,
- Excellent relationship building skills
- Flexibility to interact with employees at all levels.
- Excellent verbal & communication skill.
- Managing portfolio of Institutional Customer like Trust, Society, Club, Hospital, Co Op Bank, Government Bodies.

## LANGUAGES PROFICIENCY

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- English Full Professional Proficiency
- Hindi Full Professional Proficiency
- Gujarati Full Professional Proficiency

## PERSONAL DETAILS

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- Date of Birth:- 21<sup>st</sup> July, 1988
- Gender :- Male
- Nationality :- Indian
- Marital Status :- Married
- Sport :- Cricket, Carom, Chess
- Hobbies :- Traveling , Light Music, Reading book related to Only Stock market

## Declaration

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I hereby declare that the above mentation data are true to the best of my knowledge and will be glade to furnish any further details / information if desired

Date: - 3.2.2023  
Place: - Ahmedabad

you're faithfully  
Pavan Prajapati