

## ALEKHYA PALIKALA

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9154057354

Q:NO : BK-11/3, Burma camp, opp Head office, kothagudem,  
Badradri kothagudem (Dt), 507101-Telangana state.



### Objective

Highly meticulous and experienced Banking Sales Assistant manager with a superb record of sound financial management and high customer satisfaction. Skilled in directing small and large bank marketing and sales teams. Adept at managing a high volume of multiple accounts with the highest degree of saleswomanship and professionalisam.



### Experience

#### KOTAK MAHINDRA BANK LTD

27-06-2019 -

#### ASSISTANT MANAGER (RL-SALES)

- Servicing the branch walk-in customer regarding their Current Account & Saving Account.
- Meeting clients and explaining the features and benefits of Kotak products mainly Current Account , Saving Account and TPD productslike General Insurance & Life Insurance.
- New customers CA acquisition through Chartered Accounts, MCA data, Commercial Complex Activities, Reference existing clients, Cold calls.
- New customers SA acquisition through Existing Customers data, Apartment or Association Activities.

### Roles & Responsibilities

- Explaining each and every feature in product instead of customer with live demo.
- Expert in collecting KYC documentation from customers.
- Response to questions and inquiries on product an effective manner.
- Ensures all problems and issues are sloved at my level.
- Experience on POS machines sales and activation.

#### SINGERENI COLLIERIES COMPANY LTD

2018 - 2019

Apprenticeship



### Education

#### K L R Engineering college, JNTU.

2019

Master of Technology (Radar Systems) .

#### Abdul Kalam Institute of Technology, JNTU.

2016

Bachelor of Technology (ECE) .



### Chaitanya Junior College

2009

Board of Intermediate (MPC)



### St.Marry's

2007

Board of Secondary Education



### Skills



Windows XP



C



C++



Ms-office



### Language



TELUGU



ENGLISH



HINDI



### Personal Details



Date of Birth : 31-05-1992



Marital Status : Single



Nationality : Indian



### DECLARATION



I hereby declare that all the above information is correct and true to the best of my knowledge.