**Rajkumar Vishwakarma**

**H.N.212,Mahimapur,Jalalpur,**

**Near Jalalpur Power House ,**

**Jaunpur Uttar Pradesh 222136 ,**

**Email Id- rv198385@gmail.com**

**Mob :- 9695261261,**

**OBJECTIVE**

**Be an asset or talent to the team /company / organization thought honesty, seniority and my personal & inter – personal skills & qualities aiming at the growth of the team / company / organization and make positive difference in the team / company / organization and in return personal gain.**

**Personal & Professional Profile**

**>11 years of experience in the sales and Marketing, & Branch Banking**

**>Good practical & theoretical experience in improving methods & guests relation.**

**>Natural leadership & management qualities coupled with good communication & presentation skills.**

**>Posses the ability to work under pressure.**

**>Efficient & hard working, customer oriented.**

**Education Qualification**

**>Completed graduation in bachelor of Art in 2004 from V.B.S.P. University (U.P.).**

**>Intermediate (12th/ Science) from UP Allahabad Board in 2001**

**>Matriculation (10th/ Science) from UP Allahabad Board in 1999.**

**Experience**

**Current Employee with SBI Life Insurance Co. Ltd Varanasi Sigra Branch .**

**Designation:- Agency Manager ( 10th august 2020 to till Date)**

**Job Profile:**

**Acquiring new advisors and bringing business from them for Sbi Life Insurance Co.**

**Previous Employee with Suryoday Small Finance Bank Ltd Ramkatora Varanasi Branch**

**Designation: Acquisition Manager ( AM) Branch banking. (1st Jan 2020 to 4th August 2020)**

**Job Profile:**

**Acquiring new customer towards bank for increasing CASA FD book size of branch through current accounts saving accounts and FD, revenue generation from third party product like Life insurance Mutual Funds General Insurance ETC.**

**Handling cash counter and form processing to NOC also.**

**Previous Employee with YES BANK L.T.D. Varanasi Branch**

**Designation: Business Relationship Partner (R. M.) Branch Banking**

**Job Profile::**

**11August2014 To 29 December 2019 With Varanasi Branch ( Got Transfer Mumbai To Varanasi)**

**22 August 2011 to 10 August2014 with Andheri East Branch)**

**Acquiring SME customer towards bank for increasing CASA book size of the branch through Current Account and revenue generation from Trade & Forex Product and new NTB current Account, Working Capital referring leads for General Insurance, Life Insurance, Mutual Funds and Gold.**

**Maintaining the quality of the interaction to provide the customer with world class Experience & maintaining good rapport with external as well as internal customers.**

**Trying to learn every aspect of the banking thus constantly enhancing the knowledge related to bank products so as to be equipped with all the necessary information required to tackle with client’s problems and queries.**

**Awards & Recognitions**

**A-I recently qualified in the contest of HAR DIN DIWALI (nov2018) and got performance certificate and 2 Gm gold.**

**B-I was qualified London Dreams contest in Yes bank Ltd. on Jan-March 2017 and got certificate and appreciation letter.**

**C-I was qualified in contest in 2017-18 North 3 Olympic for exemplary performance in north 3 Olympic in Yes bank ltd.**

**D-I got best performance certificate from yes Bank ltd.**

**E-I got promoted to BRP (Business Relationship Partner).from Yes Bank**

**F-I got best performance award and certificate from EBB channel in Yes Bank**

**Previous employee with HDFC Bank as a “Team Leader” at “Bhayander – W”**

**(30April 2010 to 20Agust2011)**

**Job Profile:**

**>Handling team size of 20 sales officers**

**>Daily conducting team meeting in morning to achieve target.**

**>Reporting daily as login**

**Identifying and arranging activity in society, malls, school and industry.**

**Recruiting sales officers**

**Achieved largest productivity in branch history by targeting new customer.**

**Personal Details**

**Name : Raj Kumar R. Vishwakarma**

**Date of Birth : 22 July 1983**

**Gender : Male**

**Marital status: Married**

**Language known : Hindi & English**

**Hobbies : Playing cricket & badminton**

**I, hereby declare that the above information give by me are true & Correct to the best of my knowledge and belief.**

**Date:**

**Place: Varanasi, (Signature)**

**(Raj Kumar R. Vishwakarma)**