

# BHABANI NAYAK

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*Seeking a challenging position with an organization of repute to add further business value*

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## PROFILE HIGHLIGHTS

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- 6+ years of experience in Client handling, Sales and Marketing domain
- Expertise in managing sales, operations, collection and implementing strategies towards enhancing Business volume and growth
- 7 years of experience in opening savings accounts
- More than 7 months of experience in portfolio handling
- Working on Fixed Income products upsell and cross sell.
- Sourcing Life, Health and General Insurance and Loan products from mapped clients
- Activation of new clients in various Non-Equity Products like MF, FI etc.
- Expertise in Outbound sales/Marketing
- Identify key staff in client companies to cultivate profitable relationships
- Worked on Sales department, Credit card, KYC process documentation process
- Maintain Customer Relationship and Follow-up; Evaluate & forecast Customer needs
- Good knowledge on IRDA registered
- Assisting Client Support Manager in developing efficient systems to support Client Support Team
- Demonstrating/Presenting/Introducing/Selling banking products
- Responsible for processing/documentations of Loans & other financial services.
- Explain customers about the products, its features and benefits, Meeting, or exceeding sales targets
- Manage daily sales activity according to defined expectations
- Good understanding of customer profiles, markets, products, and good networking skills
- Excellent Communication skills to convince potential clients and customers

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## SKILLS

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|-------------------------|---------------------|-----------------------------|
| • Sales & Marketing     | • Digital Marketing | • Consumer Behaviour        |
| • Public Speaking       | • Team Management   | • Microsoft Excel/Word      |
| • Customer Satisfaction | • Direct Sales      | • Team Building & Mentoring |
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## WORK EXPERIENCE

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IndusInd Bank, Bangalore	Deputy Manager	May 2022- May 2023
Axis Bank, Bangalore	Deputy Manager	Sep 2021- Mar 2022
Bank Bazaar, Chennai	Senior Relationship Officer	Aug 2021 April
Yes Bank, Chennai	Relationship Officer	2019 - July 2019
CAMS Unit Management	Chennai Customer	March 2017 - Jan 2019
Tata Motors, Chennai	Customer Service Officer	April 2015 - March 2017

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## ACADEMICS

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- M.B.A. (HR) from Sikkim Manipal University (2015)

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## PERSONAL DETAILS

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**Date of Birth** : May 15, 1989  
**Sex/Marital status** : Female/Single  
**Languages Known** : English, Hindi, Odia  
**Location Preference** : Bangalore/Anywhere Suitable  
**Passport** : R9819576