

KOMAL BHAGWAT PATIL

Open to Work

504 , D-wing , pioneer heritage residency , Santacruz West , Mumbai, Maharashtra , 400054, India

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JOB SEARCH PREFERENCES

Work Status	Employed At Work
Job Search Progress	Open to Work



LOOKING FOR

Position Designation	Operation Manager, Senior Manager Equivalent in Banking
Work Type	Full Time
Location	Western Line
Expected Salary	15 Lakh +
Notice Period Duration	90 days



PROFILE

I am a seasoned banking professional with five years of dedicated experience. My track record is marked by a commitment to excellence in customer service, consistently delivering exceptional support to branch customers. I proactively engage both new and existing clients, offering them valuable products and services. My ability to identify customer needs and capitalize on cross-selling and upselling opportunities has contributed significantly to enhancing overall customer satisfaction and driving business growth.

KEY SKILLS

- Revenue Generation
- Compliance & Operations
- Target Achievement
- Productivity Management
- New Client Acquisition
- Cross-Selling
- Relationship Enhancement
- Customer Retention
- Daily Visits & Parameters
- Income Growth
- Liability Management
- RAV Target Achievement
- Management & Alignment
- Willpower
- Leadership
- Problem-Solving
- Customer Satisfaction
- Client Identification
- Effective Communication
- Conversion Skills

Gender	Female
Blood Group	O+
Relationship	Single



WORK EXPERIENCE

Preferred Relationship Manager - Manager

HDFC BANK

2021 - Present

DUTIES AND RESPONSIBILITIES :

- Actively acquiring new Preferred customers.
- Strengthening customer relationships by cross-selling products and services tailored to their financial needs.
- Increasing the depth of customer relationships.
- Ensuring customer retention by delivering exceptional services and serving as the dedicated point of contact.
- Managing daily visits, product calls, hygiene parameters, achieving income goals, driving liability growth, and meeting RAV asset targets.

Premier Acquisition Manager - Manager

INDUSIND BANK

2020 - 2021

DUTIES AND RESPONSIBILITIES :

- Acquired New-To-Bank (NTB) CASA HNI clients.
- Effectively cross-sold a comprehensive range of banking products.

Privilege Banker - Deputy Manager

ICICI BANK

2017 - 2020

DUTIES AND RESPONSIBILITIES :

- Generated revenue by catering to privileged customers.
- Successfully managed compliance, service, and branch operations, handling cash and non-cash transactions, and addressing client queries.
- Consistently met annual targets through daily visits and adhering to hygiene parameters.
- Maintained productivity across various banking products including CASA, TPP, and Asset and Liabilities.

ACHIEVEMENTS

- ZCDP Udaipur ICICI LI Contest Qualification
- MDGH HDFC LI Contest Qualification
- Bollywood Night Awards LI Contest Qualification



EDUCATION

Master Degree in PGDB,

MANIPAL ACADEMY BANGALORE UNIVERSITY, 2017 - 2018

Bachelor Degree in Bachelor Of Commerce ,

YCMOU, NASIK, 2013 - 2016



DECLARATION

The above mentioned details are true to the best of my knowledge and given a chance, I shall discharge my duties to the entire satisfaction of my superiors. Hope that credentials satisfy your requirement & looking forward for further contacts.

Place

Mumbai