

GUGLOTH PRABHAKAR  
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## **PERSONAL SUMMARY**

A well presented, industrious and highly personable individual who has extensive in-depth experience of the entire banking industry. Able to gain the trust of customers by interacting with people from all backgrounds. Prabhakar is now looking forward to making a significant contribution to a financial institution that offers a genuine opportunity for progression.

## **CAREER HISTORY**

### **Industrial Credit and Investment Corporation of India (ICICI BANK)**

REMOTE RELTIONSHIP MANAGER - July 2015 - Present

Responsible for supervising the day to day running and operations of the bank, whilst at the same time creating a professional, helpful and customer friendly environment for staff to work in.

#### Key Responsibilities

- Ensuring the smooth running of basic banking transactions.
- Looking after the short term and long term funding requirements of business clients and individual customers.
- Building relationships with high net worth individuals.
- Answering any financial and banking queries.
- Maintaining a professional image at all times.
- Putting into effect new procedures and policies passed down from Head Office.
- Handling customer queries over the phone or via correspondence.
- Marketing new financial products or services.
- Presenting information clearly to customers, work colleagues.
- Representing the bank within the local community.
- Verifying customer data to detect and identify financial fraud.
- Opening new bank accounts for individuals and also for companies.

## **PROFESSIONAL EXPERIENCE**

#### Banking competencies

- Thorough understanding of banking procedures.
- Knowledge of foreign currency.
- Developing processes that reduce the time taken in processing opening new bank accounts.
- Corporate accounting.
- Knowledge of fund management.
- Comprehensive understanding of industry and regulatory laws and regulations.
- Good knowledge of finance and accounting.

## **PERSONAL**

- Dependable and truthful.
- Ability to keep calm under pressure.
- Self starter.
- Highly disciplined.
- Having the ability to work accurately.
- Relationship management.
- Excellent negotiating skills.
- Initiative and ingenuity.

## **KEY SKILLS AND COMPETENCIES**

- Business mergers and acquisitions
- Customer satisfaction
- Financial reporting
- Business processes
- Solution implementation
- Portfolio management
- Private banking
- Commercial banking
- Accounting skills
- Online banking

## **PROFESSIONAL & SCHOLIASTIC QUALIFICATION**

CVR College OF Engineering, Hyderabad.      2011 - 2015  
B.Tech, vastunagar Ranga Reddy.

Board of Intermediate, Hyderabad.      2008 - 2010  
Intermediate (MPC), Narayana Junior College.

Board of Secondary, Nizamabad.      2008  
Schooling (SSC), MSR High School.

## **PERSONAL DETAILS**

- Date of Birth:                  14November, 1992.
- Nationality:                    Indian
- Marital Status:                Single

Date:

Place:

**Gugloth Prabhakar**