**SATYENDRA KUMAR DUBEY**

**Mobile: 7208117627.8005150776| E-mail: [sd6863927@gmail.com](mailto:sd6863927@gmail.com)**

# Sales

**SYNOPSIS**

* Detail-oriented professional with 6+ years of experience in Sales & Marketing, Relationship Management, Branch Management and Team Management.
* Categories of this acronyms .
* Completed B.com from MGKVP University, Varanasi.
* Proficient in developing strategies and operational logistics for the bank’s huge success.
* Excellence in leading, guiding as well as directing banking operations through bank managerial duties.
* Adept in building good relationships with customers and other financial institutions.
* Dexterous in developing and promoting attractive products and services to customers.
* Excellent communicator with problem solving, interpersonal and analytical skills.

**CORE SKILLS**

**Branch Management | Lead Generation | Relationship Management | Cross Selling | Direct Sales | Sales & Marketing | Channel Management | Customer Service | Reporting | Training |**

**WORK EXPERIENCE**

Key Roles:

* Supervising the running of one or more branches and be responsible for meeting tough sales targets and keeping staff fully trained and motivated
* Promoting and marketing the branch and its products.
* Meeting with customers and resolving any problems or complaints.
* Ensuring there’s a high level of customer service.
* Monitoring sales targets.
* Reporting to head office.
* Overseeing operational functions and provide solutions to operational issues.
* Promoting and marketing the institution and its products.
* Providing mentorship, training and direction to staff.

**PREVIOUS ASSIGNMENTS**

# Axis Bank||Associate managers||26'Nov2020

**ICICI Bank || Sales Officer || 14th Feb’18-14th Feb’2020**

Key Roles:

* Handling CASA relationship for cluster.
* Training and developing team member as well as organization.
* Resolving Saving and Current account services related queries.
* Maintaining & Building healthy relationships with current account customers.
* Monitoring of current account customers.
* Conducting activities and contest.
* Cross selling products consist of CASA.
  + Demat and trading account.
  + Personal loan and business loan Disbursed.
* Enhancing relationship with existing customers.
* Selling investment products like Insurance & asset products (Personal Loan, Auto Loan, Home Loan) Credit Card and Loans on cards (Instaloan, Jumboloan, Smart EMI) etc.

# Alok Industries Ltd, Saily, Rakholi (D & N.H) || Manager-Data Operator || Apr’13-Dec’17

**EDUCATION**

* B.com from MGKVP University, Varanasi in 2013.
* 12th from U.P Board in 2010.
* 10th from U.P Board in 2008.

**TECHNICAL SKIILS**

* DOS
* Windows
* MS Word, MS Excel and MS Powerpoint
* Internet
* SAP (Dispatch, MIS, Report and Entry)

**TECHNICAL QUALIFICATION**

* Diploma in Computer Application.

**PERSONAL DETAILS**

* **Date of Birth:** 13th January 1993
* **Address:** Thatipur, Gwalior, Madhya Pradesh 474002, India
* **Language Known:** English and Hindi