



DEEPAK MULGE
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CAREER OBJECTIVE

Actively seeking a challenging and a rewarding position in the functional area of business development so that the competencies, knowledge and perseverance that I have acquired could be put to use in an organisation that values high performance, innovation and hard work.

EXPERIENCE

- **HDFC BANK PVT LTD** *Jun 2018 - Continued*
PERSONAL BANKER
1)Aid customers in opening, managing and optimizing their bank accounts and other products
2)Pursue leads and potential customers to expand services and products offered
3)Provide advisory services for clients regarding available financial services
4)Refer clients to financial specialists in the event of specialized needs
5)Resolve issues regarding customer accounts
6)Expertise in handling gamut of business banking products like Trade Finance, Forex Transactions, Bank Guarantees, letter of credits, pre/post shipment finance, buyers credit, etc.
7)Perform other administrative duties (such as data entry into in-house software),Excel work on daily basis, Data management system ,Making business strategy, Market research ,data analysis , Familiar with Oracle Flexcube Software , CRM software

EDUCATION

- **CHRIST UNIVERSITY**
MBA MARKETING
61.2%
2018
- **Atria institute of technology**
BE MECHANICAL
64.08%
2015
- **SHREE GURU INDEPENDENT PU COLLEGE OF SCIENCE**
12TH STD
64.5%
2011
- **BHARATIYA VIDYA KENDRA**
10TH STD
76.6%
2009

TECHNICAL SKILLS

- SPSS(ANOVA , REGRESSION ANALYSIS , CHARTS, HISTOGRAMS)
- Microsoft excel (EXCEL SKILLS, ANOVA , REGRESSION ANALYSIS , HISTOGRAMS , BASIC FUNCTIONS , VLOOKUP, HLOOKUP), Complete knowledge on Microsoft office
- Generating sales, Business development
- Proposing new products and services
- Soliciting feedback from customers
- Interviewing sales staff to gauge customer responses to brands
- Developing rapport with clients
- Quick learner , Data Analysis , Market Research, Strategic business model

PROJECTS

- **METRO CASH AND CARRY PVT LTD (NEW ACQUISITION, CUSTOMER ON BOARDING AND BUSINESS DEVELOPMENT)**
Enhancing the business value for the existing customer , identifying and convincing for the purchase order from the new customers , customer acquisition and on boarding , business development and promotional activities for offer cards available in Metro cash and carry pvt ltd , Creating strategic business model for Metro cash and carry offer cards. *45days*
- **CAMP K 12 (Digital marketing)** *15days*
Business development (Meeting the Educational institutes , Promoting the courses offered by the company , Lead conversation, Advertising on Popular websites about the company and courses)
- **CAMP K 12 (TEAM LEADER)** *15days*
Handling the Team of 10 to 15 people , Generating the Leads through the team by Motivating and coordinating the team accordingly. Sending MIS about the activities as well as the Leads converted to the company)
- **RENTONGO** *15days*
Promotional activities through Campaign , Poster making , Business development , Role play about the company in Christ University
- **GLOBUS ENGINEERING (ORGANIZATIONAL STRUCTURAL TRAINING)** *1month*
Complete study of the organization , Study on Main departments (MARKETING,HR, OPERATIONS,FINANCE)
- **Hot rolling and Cold rolling of Carbon nanotube reinforced copper matrix(DRDO PROJECT)**
An analysis of the factors affecting strengthening in Carbon nanotube reinforcing the copper particles *3months*
- **JINDAL STEEL INDUSTRIES (JSW)** *22days*
Have done Summer internship program , complete understanding the Steel manufacturing mechanism , Understanding the Organizational structure

ACHIEVEMENTS & AWARDS

- 4th place holder in Kannada rajya praying academy
- Won 2nd place in University level cricket league
- 1st place in Inter school singing competition
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INTERESTS

- Following business and financial news, Reading business and financial magazines, Member of a professional business or management body, Playing chess and puzzle games, Involved in local clubs, Working as a volunteer in companies, Mentoring
- Travelling
- Team handling

ACTIVITIES

- Co-ordinator and member of Pioneer club in Christ University
- Event organizer and Volunteer of NATIONAL HUMAN RESOURCE DEVELOPMENT
- Event organizer at VIVO IPL 2015
- EVENT ORGANIZER AT TATA MARATHON 10K
- Event organizer of Atria institute of technology college fest (Back end operations)

PERSONAL STRENGTHS

Flexibility and Adaptability, Communicating: Communication Skills, Positive Attitude: Creating a positive work environment, Goal oriented: results achiever, Meeting deadlines, Honesty and Integrity, Team Work

PERSONAL PROFILE

- Date of Birth : 01/06/1994
- Marital Status : SINGLE
- Nationality : Indian
- Known Languages : English, Kannada, Hindi, Marathi
- Sports – Walking, Exercise, Running, Bicycling, Team Sports, Cricket Music
- Hobby : – Listening Traveling, Socializing – Community work, Volunteer Work
Painting, Reading, Writing, Computer

DECLARATION

Personal Banker

Date : Aug 2019
Place : Davangere



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