## **D.VIVEK**

## **ASSISTANT VICE PRESIDENT**

A Professional Bank Manager with more than 15+ years of experience with Proficient in all aspects of bank management and operation, including account management, customer service, staff coordination, and product sales. Prior experience provided opportunity to supervise account growth, and in that span, savings and CD account Looking for Position of Assistant Vice President in Reputed Organization. Interested in accepting challenging opportunitie in a fast paced working environment to utilize my exceptional multi-tasking skills for the growth of Institution.

✓ dandi.vivek@gmail.com



#### **Executive Profile**

- Handle banking operations related to determining financial objectives, preparing & implementing systems, policies & procedures for streamlining the banking operations
- Manage the overall functioning of process, identify improvement areas and implement adequate measures to maximize customer satisfaction level
- Handle current account deposits, savings account deposits, cash, & administrative departments
- Follow the process / procedure of the bank & ensuring compliance to rules and regulations of the bank including latest circulars & notifications.
- Conceptualize and implement competent strategies with a view to penetrate new accounts and expand existing ones for a wide range of banking products / services
- Implement competent strategies for boosting business with a view to penetrate new accounts and expand existing ones for meeting predetermined business objectives and targets
- Manage customer centric banking operations, forwarding customer instructions to the concerned department & ensuring customer satisfaction by achieving delivery & service quality norms
- Led, manage & monitor the performance of team members to ensure efficiency in banking operations and meeting of individual & group target



Sep'21 -Present: AXIS Bank as Manager

Jun'16 - Aug'21: HDFC as Manager Sep'12 - May'16: Belly Button Agro Enterprises Pvt. Ltd as REGIONAL SALES MANAGER Mar'11 Aug'12: Oman
Insurance UAE
as SALES
EXECUTIVE

Nov'08 -Nov'10: KRG Group of Restaurant Kothapet as ASSISTANT MANAGER

Dec'03 -Jan'05: Idea Cellular KLK Building LB Stadium as SALES

# **Professional Experience**

MANAGER AXIS Bank Sep'21-Present

#### **Achievements:**

- In the first Month got appreciation letter from Group Head Mr. Mohit Bedi Responsibilities:
- Responsible for acquiring merchants on AXIS Bank Ecommerce Platform
- Coordinating and Training all the branch staff for generating leads for Digital commerce products.
- Maintaining relationship with all Existing portfolios for smooth operations.

MANAGER HDFC Bank Jun'16-Aug'21

#### **Achievements:**

Srisailam Temple, Ahobillam Temple, Sri Chaitanya Group of Institutions. Tech Mahindra Engineering College. Even gave POS Machines which is yielding the volume of 1.1Cr only from Srisailam Temple month on month. Successful on closing the deals such as CDMA, HMWS, MEESEVA. Now dealing with TSSPDCL, TTD, APSPDCL & Couple of Universities in Tirupati.

- Sales OSCARS awards for Year 2017-2018 and 2018-2019. Rated T1 and Talent Pool for the best performance, been Pan India Top 1 Ranking for the Year 2018, 2019, 2020, 2021.
- Responsible for acquiring merchants on HDFC Bank Ecommerce Platform
- Coordinating and Training all the branch staff for generating leads for Digital commerce products.
- Maintaining relationship with all Existing portfolios for smooth operations.
- Deliver on the revenue target set for the Ecommerce vertical through new acquisitions and sales.
- Cross selling all Banking products to the existing customers
- Working closely with Internal teams within the group to provide integrated & optimal solutions to merchants in both Corporate & SME markets.
- Handling Client queries and understanding their needs in terms of Sales & Service.

## REGIONAL SALES MANAGER Belly Button Agro Enterprises Pvt. Ltd

Sep'12-May'16

Digital Rupay created the market for cashless payments in schools. We arenow firmly established as Indian market leader for online parent paymentsand income management for schools. Offering advice to the Department of Education and Government agencies, Digital Rupay is recognized as the leading expert in this rapidly growing sector. Lead a Team of 15 Team Leaders and each Team Lead has have 5 executives under each TM.

## Roles and Responsibilities in Digital Rupay

- Identifying the Premium and Esteemed Educational Institutions and approaching concerned personnel for Appointment to explain the procedures for Online Payment Gateway
- Continuous Customer Support to make Education Institutions comfortable in terms of fee collection Online

#### **PREVIOUS EXPERIENCE**

SALES EXECUTIVE Oman Insurance UAE Mar. 2011–Aug. 2012

ASSISTANT MANAGER KRG Group of Restaurant Kothapet Hyderabad Nov.2008 – Nov.2010

SALES EXECUTIVE Idea Cellular KLK Building LB Stadium Dec. 2003–Jan. 2005

#### **COMPUTER PROFICIENCY**

- Tally ERP 9, MS Office
- DOS, Windows 98, 2003/XP
- SQL & Oracle.

#### **Education Credentials**

- M.B. A. from J.N.T.U. (Finance)
- B.Com. from Osmania University
- HSC from New Science Junior College
- SSC from ST.Paul's High School

