**RESUME**



Ashwani Kumar

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OBJECTIVE

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| My goal is to become associated with a company where I can utilize my skills and gain further experience while enhancing the company’s productivity and reputation. |

WORK EXPERINCE

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| Organization | Designation | Duration |
| Noor Bank | ARM -Dubai | 2018-4 March 2020 |
| First Gulf Bank | Sr. Sales Executive-Dubai | 2015-2018 |
| Barclays Bank | Sales Executive-Dubai | 2013-2015 |
| ICICI Bank | Sales Executive-Delhi | 2010-2013 |
| LM365 Retail stores | Store Manager-Delhi | 2008-2010 |
| Big Apple Retail stores. | Store Supervisor-Delhi | 2007-2008 |
| Café Coffee Day | Management Trainee-Delhi | 2006-2007 |

KEY RESPONSEBILITY IN BANKING & SALES.

* Over 10 years’ of successful service for sales/ business development & client acquisition
* Demonstrated abilities in expanding the market, brand building, and targeting the potential customers
* Experience in cementing healthy relationship with the clients for generating business and leading
* Leading sales functions and achieving desired targets.
* Work in a systematic manner with the corporate set parameters.
* Managing A/c opening, Fixed Deposit, Instant credit card & Travel card, Car loans, PIL ,Credit Card and other customer’s requests etc
* Responsible for Cross Sell & enhancing relationship with existing customers.
* Providing Customer service& helping them to get the right financial product.
* Deepening of existing Current account & saving account relationships.
* Generating of referrals from internal database & HNI customer also.
* Generate business and cross sell all products and services of the Bank.
* Enhance the value of existing accounts of Current account & saving account customers. Retention of accounts.
* Make float plan MIS for monthly and quarterly basic.

KEY RESPONSEBILITY IN OPERATIONS & CUSTOMER SERVICE

* Responsible for resolving all customer queries with a whole satisfaction of client.
* Attending walk in customers and Resolution of customer complaints within the TAT/ meeting the customer requirements.
* Ensuring daily & proper updating of Daily reports.
* Maintaining proper Record Cash Receipt at branch level.
* All Operations works related to clients and its requirement and daily generated MIS and create reports

ACADEMIC DETAILS

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| DEGREE/COURSE | INSTITUTE | YEAR OF PASSING |
| Institute of Hotel Managemment | IHM, Lucknow | 2006 |
| Senior secondary school | A.B.B.S.S New Delhi | 2003 |

TECHNICAL KNOWLEDGE

* Advance Diploma in Computer Software
* Operating System: Windows 98/2000/XP/Vista
* Application Package’s Office97/2000/2003/XP/2007

(Word, Excel, Power Point)

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| PERSONAL DETAILS  **DOB**  14th Dec 1983  **Marital Status** Married  **Nationality** Indian  **Languages known**  English & Hindi  **Permanent Address** B2 block 2, New Delhi India .  **Place : Delhi Signature** |
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