**Sumit Tandon**

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**OBJECTIVE**

A focused, analytical banking professional with 8.1 years experience.seeks Assignments **in Relationship Management with an organization of repute in the Financial Sector, preferably located in Lucknow**. Have track record of high performance, flexibility, ability to work under changing conditions and coordinating with team.

**JOB PROFILE**

* Currently working with ICICI Bank Limited as **Deputy Manager & PrivilegeBanker** under Branch Banking Operations at Lekhraj Branch, Lucknow since 1st june 2018.
* Worked with ICICI Bank Limited as **Assistant Manager & Sales officer-CASA** ***in* Customer Serve Branch Banking and taking care of Branch Sales and Operational Work*.***
* Contributing to the success by managing, reviewing and undertaking appropriate trading activities for clients, consistent with the investment philosophy, investment guidelines and client needs.
* A proactive planner with dexterity in identifying & adopting emerging trends to achieve organizational objectives and profitability norms.
* Excellent communication, relationship management & analytical skills.
* Handling products such as savings accounts ,current accounts, fixed deposits and third party products

**ACHIEVEMENTS**

***Achievements:***

* Successfully completed IRDA, AMFI Certification.
* Consistent Achiever in In-house Contest “CASA SUPERSTAR and “GRAND MASTER” Top in Zone
* Recognized by Zonal & Regional Heads
* Got rating P2 in FY 2011-2012
* Got rating P1 in FY 2012-2013
* Got rating P1 in FY 2013-2014 with grade promotion in FY 2013-2014
* Got rating P1 in FY 2014-2015
* Got rating P1 in FY 2015-2016 with grade promotion in FY 2015-2016
* Got rating P1 in FY 2016-2017
* Got rating P1 in FY 2017-2018 with grade promotion in FY 2017-2018
* Achieved 110 % against individual target of 100% of Branch Revenue Target in FY 2010-2011 and FY 2011-2012 (Each employee has to achieve 100 % approximately to meet the yearly Target)

**EXECUTIVE SUMMARY**

* Seasoned professional with 1.3 years of experience in CASA & Customer Relationship Management. ***Worked with ICICI Bank Ltd., Lucknow as Liability Desk Counsellor.*** .
* A proactive planner with dexterity in identifying & adopting emerging trends to achieve organizational objectives and profitability norms.
* Excellent communication, relationship management & analytical skills.

**AREAS OF EXPERTISE**

**Client Relationship Management**

* Building & maintaining relations with clients, generating business from the existing accounts and achieving profitability and increased sales growth.
* Interfacing with clients for suggesting the most viable product and cultivating relations for securing repeat business in future.
* Providing customers apt solutions for their account related queries.
* Proven capabilities in Customer service/ Analysis/ Communications.

**WORK EXPERIENCE**

**June 2018 – September 2018 Deputy Manager & Privilege Banker, Lucknow.**

* Build and deepen relationships with existing customers to achieve increase wallet share and revenues.
* Servicing Privilege customers of the branch and cross-sell of Investment/ Insurance Products.
* Generate new business to achieve defined targets in terms of number of clients, volumes and revenue for the segment.
* Achieve the target set in terms of product mix across all fee income and banking products.
* Ensure full awareness and compliance of policies and procedures relating to operational risk, mis-selling, etc

**May 2016 – June 2018 Assistant Manager, ICICI Bank Ltd., Lucknow**

***Role & Responsibilities:***

* Achieved **Star Rating “1”** for the performance and got promoted to **Assistant Manager Grade.**
* Managing Savings Account Portfolio for the branch.
* Establishing the strong boding between the branch and customers by providing the best services
* Helping customers in maintaining the portfolio through life insurance and also generation of revenue for the branch as per specified targets.

**May 2014 – May 2016 Senior Sales Officer, ICICI Bank Ltd., Lucknow**

***Role & Responsibilities:***

* Handling Saving accounts (CASA) and Customer Relationship Management.
* **Generating revenue** from Life Insurance for the branch as per expectations
* Handling clients to in their financial planning.
* Maintaining **good relationship** with the customers by helping them every possible manner when required

**Aug 2010- April 2014 Junior Officer ICICI Bank Ltd., Lucknow**

***Role & Responsibilities:***

* Handling CASA of New Relationship.
* Helping clients to solve there financial needs through ICICI financial products planning. Conducting weekly activities to increase customer walk-ins in Branch.
* Organising knowledge programs for training customers in on-line banking.
* Assisting clients in doing their financial planning through customised software provided by the company.

**TRAINING**

* Personal Effectiveness
* Passion At Work
* Communication Skills

**EDUCATION**

* **B.sc** From Lucknow University in 2005
* **Intermediate** from U.P.Board in 2001.
* **High school** from U.P.Board in 1999.

**PERSONAL PROFILE**

**Fathers’ Name : Shri. Raj Kumar Tandon**

**Date of Birth :** **02th Jan 1984**

**Address : 610/2109 keshav nager , Sitapur Road, Lucknow**

**Refrences: (Sumit Tandon)**

Mr Mohd Naseem (Branch Manager) Signature:-

ICICI Bank Date:-