

Subhash Ram

Male, 28 years

Specialization – **MBA (Marketing & Finance)**



EDUCATION

Degree	Year	Institute / University	Percentage
MBA	2014	Sriram Institute of Management and Technology (UPTU)	56%
B.Com	2012	Jabalpur College of Computers & Communication (RDVV)	65.21%
Std. 12 th	2009	Maharishi VidyaMandir (CBSE)	45%
Std. 10 th	2007	DAV Public School (CBSE)	50%

CAREER SUMMARY

- **01 Year Experience in HDFC BANK Ltd.**
Current Account Relationship Manager
- **3.6 Years Experience in PHOENIX GROUP**
Sales Executive

PROFESSIONAL EXPERIENCE

▪ HDFC Bank Ltd. (12.11.2018 – 26-11-2019)

Providing best in class banking services to the customer.
Bridge good Relationship between bank and customer.
Sale of bank products to the customer.
Accounts maintenance.
Portfolio management and Cross sell to the customers.
Solve customer query.
Financial planning to the customer.
Market penetration.
Rising Fund for the bank.
Banking Operation

▪ **Phoenix Group (01.05.2015 – 31.10.2018)**

Sales visit in territory
Estimating new business
Documenting & Presentation
Maintaining Sales Records
Negotiation
Aiming to achieve monthly targets
After Sales Services
Supply of product
Accounts Maintenance
Identifying New customers
Payment Collections
Maintaining relationships with clients
Sales planning
Manage Technical Team
Identifying customer's satisfaction

SUMMER INTERNSHIP

***B.Com**

Company: **S.A.I.L Kuteshwar Lime Stone Mines**

Project Title: **Production Process of Kuteshwar Lime Stone Mines**

Project Objective/s:- To know about the Production Process of Raw Material Mining

***MBA**

Company: **S.A.I.L Bokaro Steel Plant**

Project Title: **CSR at Bokaro Steel Plant**

Project Objective/s: Secondary research of CSR activity at **Bokaro Steel Plant**

PROFESSIONAL / CO-CURRICULAR ACHIEVEMENTS

- **Member of DSF club: A vibrant student community which is organized in college.**
- One of the 15 students selected from the batch of sixty students.
- Got selected in the group of most active students "**DSF Club**" through MBTI test and rigorous interview round.

SPECIAL MENTION

- Got promoted from **Personal Banker** to **Current Account Relationship Manager** in just one month after joining in **HDFC Bank**.
- **Member** of the **Organizing Committee** of *Seminar on Entrepreneurship* organized by **DSF Club**.
- Designed **brochure** for **Sriram college**.
- Video making on "**Life@Sriram**" "**Life@2013DSF**" and "**Eduthon**"
- Designed **posters** for various events of **DSF and College**.
- **Awarded** in various sports events in **School and college**.



Traits

- Handy on digital media.
- Traveling.
- Mouse potato.
- Initiative.
- Extrovert.
- Socialist.
- Ability to work hard and smart and learn quickly on the job.

PERSONAL VITAT

Father's Name	Shiv Shankar Ram
Date of Birth	23 rd /Jan/1991
Linguistic Proficiency	Hindi & English
Sex	Male
Nationality	Indian
Permanent Address	SAIL Kuteshwar Lime Stone Mines Township EF-106 Dist-Katni, (M.P) 483770
Marital status	Married



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