

VINOD

Mob. No. : 8123699970

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Career Objective

Seeking a career to utilize my knowledge, personal skills to gain comprehensive understanding of a reputed organization so as to take responsibility and contribute significantly.

Professional Summary

Current Experience

Name of company: Axis Bank Ltd
Duration: 22nd March 2021 –Till date
Designation: Relationship Officer(Off-Role)
Department: Home Loan
Location: Axis bank Ltd, Bellary Main Branch

Previous Experience

Name of company: ICICI Bank, Bellary
Duration: 16th May 2019 –Nov 1st 2019
Designation: Sales Officer Inbound(On-Role)
Department: SHG Loans
Location: Bellary

Roles & Responsibilities as Relationship Officer

- Generate new customer through various channels
- Development activities in geography assigned follow up on new leads and referrals to generate business
- Oversee entire mortgage process including application, orientation underwriting and pinging
- Developing in-depth knowledge of all the products
- Preparing cost and rate of interest benefit analyses for prospective and existing customers

Roles & Responsibilities as Sales Officer

- Establish strong customer relationship by providing accurate and timely information to customers regarding inquiries such as products, pricing, quotes and issues/concerns.
- Clearing queries through emails and meeting clients and making lead onboard.
- Achieving sales targets for the Month.
- Verifying the group members, Identify and moving the files.
- We have Open Savings account and provide a loan for women (SHG)

Academic Qualification

- **MBA** in the stream of **FINANCE AND MARKETING**
College: Allum Karibasappa Institute of Management
University: Vijaynagara Sri. Krishnadevaraya University, Ballari

Academic Research and Projects:

1. Mini Project: “ A Project On Organization Study Of ICICI Prudential Insurance At Bellary”
2. Main Project: “A Study On Loans And Advances At Punjab National Bank, Bangalore”

Technical Exposure

- MS Excel, MS Word, Google Drive Docs
- Basics of CRM
- Email, Presentations, Slide shows
- Basic Internet Operations

Personal Details

Name : Vinod
Date of Birth : 01-05-1996
Marital Status :Married
Languages known : English, Kannada, Hindi & Telugu
Address: Ward no7, kuri kamela, Bellary -583101

Declaration

I hereby declare that the information furnished above is true to the best of my knowledge.

Date:

Place: Bellary

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