

Private Banking Associate Resume

Mr. Raghvendra. Kumar. Srivastava

Personal Details

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Telephone: +91 9987094799

Email: raghvendra.srivastava88@gmail.com

Date of Birth: 1st January.1988.

Marital Status: Unmarried

Languages Know: English, Hindi, & Marathi,

Objective

To be the consummate professional in the field of sales with focus on sales Planning and control and to engage myself in process of continues self-development by acquiring skill in sales and interpersonal, thereby adding value to myself and ultimately maximize benefit for my organization.

Profile

A **Relationship Associate** with a Sales Skills in Office of sales with over 9 months of experience in sales planning and control, scheduling and managing sales target and operations and motivated all branch staff and meet all branch staff talk achieve the monthly planning and evening reported the AXIS BANK branch manager and MAX NEW YORK LIFE INSURANCE Circle manager and maintain the white book. Proficient in identifying market & clients areas. Other strengths include customer service satisfaction. Presently working with AXIS BANK LTD. as **"RELATIONSHIP ASSOCIATE"**

Key Strength

- Executing sales planning.
- Focused on customer and business needs, rather than functional needs
- Worked across all departments to resolve issues and identify practical solutions
- Initiated and managed strategic change through to successful local level implementation
- Effective communication skills at all levels both internally and externally
- Identifying sales effective areas and implement effective solution to increase sales at low cost.
- Maximizing sales and improvement in social efficiency.
- Capable to manage the sales team and derive maximum output from them through my professional skills and experience in sales.

Computer Skills:

Operating Systems: Windows 98, 2000, XP

Software: MSoffice, etc.

Experience summary - 2 Year 9 months

MAX NEW YORK LIFE INSURANCE CO. LTD. [BANCASSURANCE] WITH AXIS BANK LTD.

[1stApril-2010 to till date]

Company Profile:

Max New York life insurance is a multinational company operating all over India having a market all over India and having good service and maximum clients. This company has many products in banking, insurance, investments, and funding systems. and max New York of the tie-up 10 bank 50% multinational and 50%co-oparetive bank max new York life insurance co. 76% max life insurance co. and 24% New York life insurance co. of the usa co. max new York life co. MD. & Chairman Mr. Rajesh shod and gurgaon is the head office,

Designation: [RELATIONSHIP ASSOCIATE \(R.A.\) MUMBAI-DST -3](#)

Role and Responsibility

- ☐ To meet clients for Investment planning
- ☐ To meet the client introduce the my company
- ☐ To inform them about various products and services offered by company,
- ☐ To give business to bank by sales of investments products.
- ☐ To achieve target with in given time period.
- ☐ To assist subordinate and executives to implement sales planning.

Profile

A **RELATIONSHIP ASSOCIATE** with a Sales Skills in Branch of sales with over 21 months (2years) of experience in sales planning and control, scheduling and managing sales target and operations. Proficient in identifying market & clients areas. Other strengths include customer service satisfaction. Presently working with MAX NEW YORK LIFE INSURANCE CO. LTD., as **"RELATIONSHIP ASSOCIATE"**

HDFC BANK LTD.

(15^t Oct 2008 to 3rd March 2010)

Designation: [SENIOR SALES OFFICER.](#)

Company Profile:

HDFC Bank is a multinational bank operating all over India having a market all over India and having good service and maximum clients. This bank has many products in banking, insurance, investments, demat, mutual & loan funding systems.

Role and Responsibilities:

- ☐ To meet the clients for banking solutions.
- ☐ Give information about the different products such as current a/c, saving a/c, mutual fund, fixed deposit & insurance.
- ☐ Making customers to invest in the above products and give them full details without hiding any aspects.
- ☐ Solve if any problem arise after sales such as (after sales Service concept).

- ☐ To provide on job training to juniors & other subordinates.
- ☐ Solving subordinates grievance and reporting the same to the management.
- ☐ Managing overall operations with a view to ensure timely accomplishment of sales targets within the time and cost parameters.
- ☐ Identifying cost effective areas in the system and provide suitable solution to reduce overall sales cost.
- ☐ Assisting Executives & sales staff to meet sales targets.

Educational Qualification

Name of Examination	Year of passing	School/College	Board/University	Percentage / Class
B.A.	March 2008	K.N.P.G. College	University of purvanchal (India)	48% / SECOND
H.S.C.	March 2004	Sevasaram inter College	Utter Pradesh Board	52.4% / SECOND
S.S.C.	March 2002	Sevasaram High School	Utter Pradesh Board	41.83% / SECOND

REFERENCES: Available upon request.

If I am given an opportunity to serve in your esteemed organization, I will fulfill all the duties entrusted to me under the entire satisfaction of my superiors.

Thank you for your consideration.

Yours Faithfully

Srivastava

Mr.Raghvendra Kumar