

RESUME



Name- Sunil Kumar
Father Name Mr.Joginder Singh
Phone No +971-528540038
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professional skilled at informing clients about products and services and recommending the best options to meet their needs. officer with background in banking and finance. Results-oriented banking professional with over 06 years in sales and Branch Sales management.

Professional Skills

- Goal-oriented
- Approachable
- Flexible
- Friendly
- Team player
- Sales professional
- Strong customer relations
- Customer-oriented
- Customer satisfaction
- Team building expertise

Qualification

- B.Sc. (IT/Computer Science) From Guru Nanak University Amritsar (Punjab) India

Experiences

- Currently Working with Knight Bridge Global Security (Al Ain) UAE
- Worked as **Assistant Manager** Grade with HDFC Bank Ltd India
- Worked as **Sales Officer** With ICICI bank Ltd India
- Worked as **Relationship Executive** with ICICI Bank Ltd India
- Worked as finance Executive with Kosmo Hyundai India Motors Ltd Dealership

Work History in HDFC Bank

- Cashier Handling .
- Oversaw a branch team consisting of 8 customer service representatives and 3 personal bankers.
- Supportively directed a team of 2 Relationship Managers.
- Developed and maintained relationships with local real estate agents & Residents.
- Developed prospects for new loans with 10 cold calls weekly.
- Received Employee of the Quarter Service award in APRIL 2012.
- Maintained friendly and professional customer interactions.

Work History in ICICI Bank Ltd

- Created strategies to develop and expand existing customer sales, which resulted in a 30% increase in annual sales of the Team.
- Maintained friendly and professional customer interactions.
- Calculated sales commission for sales team of 10+ reps.
- Sourcing business by direct marketing
- CASA Handling for branch profitability.
- Personal loan for Individuals ,Traders, Salaried & businessmen
- Handling Cash credit, Over Draft, Term Loans for businessmen

Achievements

- Received **Employee of the Quarter Service award** in SEPTEMBER 2006.
- Received **outstanding performance award in CASA** in year 2008 by **Regional Head**
- Received **sales officer of the Branch Award** in 2010 by **Cluster Head**
- Received **Branch Manager club award** in 2011 by **HR ICICI Bank Ltd**
- Received **Early Bird Competition Award** for Cluster Level 2011
- Awarded **Best Sales officer** for fee Products (Loans, Investments ,General Insurance etc.) in the Cluster.
- Contributed Maximum Sales in HDFC New Branch Opened in the Cluster in March 2012.

Personal Details

Date of Birth	11 th April 1981
Nationality	Indian
Language Known	English, Hindi, Punjabi, Bengali, Urdu.

Permanent Address-	H No-52,Street-3 Bhagatpura Phagwara distt-Kapurthala Punjab (India) 144401.
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Correspondence Address	Sunil kumar (Security Officer) Mediclinic Hospital Al Yahar Al Ain (Abu Dhabi) UAE
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Hobbies

- Traveling
- Listening music
- Making Friends

Signature