**CAREER OBJECTIVE**

Seeking a managerial and dynamic role with a reputed bank wherein I can utilize my expertize and skills with special focus on Relationship Management to grow professionally.

**WORK EXPERIENCE**

# ICICI Bank Limited: April 2017 - Till date

* One year on campus training at ICICI Manipal Academy, Bangalore.
* Started in the position of Home Loan Expert in the month April - 2017
* Got elevated as Deputy Branch Manager in the month of May - 2022

**RESPONSIBILITIES**

* Responsible for all asset servicing along with achieving the cross sell targets for asset and other banking products.
* Developing and maintaining banking relationships with a select group of Corporate Key Clients/ wealth Clients through individualized customer service.
* Personal banking and requirements of promoters, Key Influencers.
* Management of team to ensure business targets are met and processes are adhered to.
* Monitoring business, compliance and operations.
* Taking decisions that are cost effective and generate revenue.
* Monitor the branch sales targets and strategize to acquire new accounts and expand existing accounts by offering various financial products and services to the customer.
* Cross sell of existing bank products and third party products like Life Insurance and Mutual funds.

**ACHIEVEMENTS – ICICI Bank**

* Consistent performance with ranking in the top 5 RM’s for the past 3 years.
* Qualified for top performance in Mortgage Business in region for the month of August, 2020.
* Certificate for top performer in Lords Of Loan for Personal Loan Business in the month January 2021
* Certificate for excellence in recognition of the achievement towards ‘Mortgage Monarchs’.
* Certificate for consistent superior performance in service delivery.
* Certificate of excellence for outstanding performance in Fixed Deposit Icon.
* Qualified for zonal contests for qualifying in Life Insurance contest in July,2019 and August,2019.
* Qualified for zonal contest of PB’s to Andaman Voyage for sourcing high value accounts, December 2019.
* Qualified zonal and regional contests for top performance in Mutual Funds.

**EDUCATIONAL QUALIFICATION**

|  |  |  |  |
| --- | --- | --- | --- |
| **Qualification** | **University** | **Year** | **Percentage** |
| **PGDB in Banking** | Manipal University | 2016-2017 | 7.8 CGPA |
| **Bachelor of Arts** | Patna  Women’s College, Patna University | 2012-2015 | 75% |
| **H.S.C** | Central Public School, Samastipur (Science) | 2010-2012 | 72% |

**CERTIFICATIONS AND EXAMINATIONS**

* + NISM- Series 5A : Mutual Fund Distributors Certification Exam
  + NISM- Series 6: Depository operations certification Examination
  + IRDA Certification

**STRENGTHS**

* + Quick learner and have the ability to grasp new things.
  + Ability to be flexible, prioritize and work under pressure to meet deadlines.
  + Ability to work in a Team both as a Member and as a Leader.
  + Ability to build and maintain relationships with new and existing clients.

**PERSONAL DETAILS**

* + Date of Birth: 01- January -1995
  + Address: Flat no 52, Sai Kala CHS, Sector 30 , Vashi, Navi Mumbai -400703.
  + Languages known: English, Hindi
  + Marital Status: Married
  + Contact Email:[akankshajha001@gmail.com](mailto:akankshajha001@gmail.com)

**DECLARATION**

I do hereby state that the above mentioned information is true to the best of my knowledge and belief.

Akanksha Place: Mumbai