

AKANKSHA

Mobile: 7082003554, E-Mail: akankshajha001@gmail.com

CAREER OBJECTIVE

Seeking a managerial and dynamic role with a reputed bank wherein I can utilize my expertise 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'.
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- 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.
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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

DECLARATION

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

Akanksha
Place: Mumbai
