

Satish Dnyandev Sargar

At Kacharewadi Tal Malshiras Dist Solapur Pincode - 413107
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Personal Details

Date of Birth	25/12/1996
Marital Status	Married

Objective

To gain experience in the field of banking and utilize my skills, experience and educational knowledge, to increase productivity and quality output of the the organization. I intend to build to build career with leading organization with commitment,dedication and planning which will helpcreate an atmosphere for potenstality, efficiency and elevation of my career my individual growth.

Education

Course / Degree	School / University	Grade / Score	Year
Post Graduate Diploma In banking	Manipal academy of higher education,Banglore.	76.70	2020
Bsc Agriculture	Dr.Balasaheb sawant konkan krishi vidyapeeth,Dapoli	78.20	2018
H.S.C	Pune	57.54	2014
S.S.C	Pune	64.60	2012

Experience

Relationship Manager

18-01-2020 - 10-08-2022

ICICI BANK

- 1.I have worked with ICICI BANK from 18th January 2020 to 10th August 2022.I was joined as Relationship manager with deputy manager 1 grade.
- 2.I have handled front desk and Customer services ,customer queries.
3. Also,I have done cross sales like saving account, current account, term deposits,all types of loans like auto loan,business loan,personal loans,home loans,credit cards andInsurances like general and life insurance.
- 4.I have resigned ICICI BANK due to my future prospects and growing my career with new learnings.

Corporate Territory Manager

25-Aug-2022 - Till

KOTAK MAHINDRA BANK

I am working with KOTAK MAHINDRA BANK from 25th august 2022 and now working as Corporate Territory Manager 811 with Manager grade M3.

*Responsibility-

1. Leading a team of 5-6 Relationship managers provide guiding and support to ensure successful

team performance and achievements.

2. Provide all banking services and handling customer queries.

3. Generate leads for cross sales products like Credit card, Personal loans, Home loan, Car loans and also Insurances like General insurance and term insurance.

*Key result area in business development -

1. Analysing business potential, Implementing plans according to drive activity for cross sells, achieving desired targets, meeting respective HR team and generating business from decision makers.

*Market Operations-

1. Identifying business opportunities through market survey and knowledge and mapping them as per targeted plan.

2. Evaluating marketing budgets periodically and responsible for manpower planning and product planning and ensuring adherence to planned expenses.

*Customer relationship management-

1. Focusing on customer needs and ensuring customer satisfaction with appropriate solutions within the policy.

2. Motivating team to deliver highest service standards while attending clients needs.

Skills

• Leadership • Following Direction • Positive Attitude • Ability to Grasp Faster • Effective Communication • Good Analytical Skills • Stakeholder Management • Excellent Communication • Time Management • Stress Management

Strength

1. Leadership
2. Management skill
3. Analytical
4. Communicate with new peoples.

Weakness

1. At time im a last minute runner.
2. I am neat picker

Certifications

1. Post Graduation Diploma in Banking.
2. NISM Depository-National institute of securities marker.
3. NISM AMFI Mutual fund- Association of Mutual Fund in India.
4. IRDA-Insurance Regulatory and Development Authority of India.
5. CCC Certificate

Declaration

I do hereby declare that all the above information provided by me is absolutely true to the best of my knowledge and belief.

Date -

Place-

Yours Faithfully,
Satish Dnyandev Sargar

