

Resume

Kamlasharan Rajpoot

Mobile: 7617256728

Email: kamlasharanrajpoot@gmail.com

Address: Rampura khurd, seaondha , datia (mp)-475673

Objective

Results-oriented Assistant Bank Manager with over 7 plus years of progressive banking experience. Top performer with a track record of exceeding customers expectations and meeting and exceeding branch and individual sales goals.

Skills

Microsoft Office, Customer Service, Operations, Sales Management, Audit Management, Compliance, Marketing Strategy, KYC &, AML management, Retail Fore, SBB and SME.

Work Experience

Manager

Axis Bank, Gwalior - March 2021 – Present

- Developing, nurturing and maintaining relationships with referral partners, small business □ owners, COIs, and realtors.
- Generating leads for branch through banking lists and creativity that lead to banking opportunities.
- Performing daily, weekly and monthly bank audits to ensure that the branch is in compliance. □

Responsible for Branch merchandising and marketing related activities of branch. Deputy Bank

Manager

Indusind Bank, Gwalior - September 2018 – March 2021

- Team Handling: Handling 3–4-member Team which is include teller, remittance, customer.
- service Executive and Welcome desk.
- Transaction Management: Fully Verify and Post enter and monitor Transaction with due diligence.
- Audit & Compliance: Responsible for customer service to check all BOD and EOD reports, Office accounts, sales MIS on daily basis.

- Sales management: Responsible for branch P & L revenue and cost.

Deputy Bank Manager

Equitas Small Finance Bank, Gwalior - October 2016 –August 2018

- Team Handling: Handling 3–4-member Team which is include teller, remittance, customer.
- service Executive and Welcome desk.
- Transaction Management: Fully Verify and Post enter and monitor Transaction with due diligence.
- Audit & Compliance: Responsible for customer service to check all BOD and EOD reports, Office accounts, sales MIS on daily basis.
- Sales management: Responsible for branch P & L revenue and cost. responsible for cross sell (MF, Insurance, Credit cards) and enhancing relationship with existing customers.
- Deepening the existing current and saving account relationships and enhance the values in accounts.

Assistant Manager(Joined as CSO)

Axis Bank, Gwalior - July 2013 – September 2016

- service Executive and Welcome desk.
- Transaction Management: Fully Verify and Post enter and monitor Transaction with due diligence.
- Audit & Compliance: Responsible for customer service to check all BOD and EOD reports, Office accounts, sales MIS on daily basis.
- Sales management: Responsible for branch P & L revenue and cost. responsible for cross sell (MF, Insurance, Credit cards) and enhancing relationship with existing customers.
- Deepening the existing current and saving account relationships and enhance the values in accounts.

Education

- IRDA certification.
- PGDRB certified from IFBI, Bhopal.
- B.Sc (2009-2012)., Govt PG College, JIWAJI University, Gwalior, (M.P.).
- 12th (2008), Sarswati Vidhya Mandir, Gwalior
- 10th (2006), Sarswati Shishu Mandir, Datia