

Bincy Babu

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OBJECTIVE

To undertake a role in a forward-looking organisation whereby my skills in communication and negotiation can be effectively utilized for the sustained growth of both the organisation and me.

EDUCATION

- | | |
|------|---|
| 2019 | <ul style="list-style-type: none">• Saintgits institute of management Kottayam
Master of business administration
7.71 cgpa |
| 2017 | <ul style="list-style-type: none">• S S JAIN SUBODH PG COLLEGE
Bachelor of commerce |
| 2014 | <ul style="list-style-type: none">• Vidyasthali public school
High school |

ADDITIONAL QUALIFICATION

- Proficient in handling MS office
- Passed RS-CIT Certificate course offered by vardhman mahaveer open University Kota Rajasthan state certificate in IT with first class year 2016
- Passed NISM Certificate course offered securities and exchange board of India certificate in securities market year 2019
- Passed IRDA Certificate course offered insurance regulatory Development authority of India year 2022

EXPERIENCE

- | | |
|--------------------------------|--|
| 08-July -2019 - 24 - Aug -2022 | <ul style="list-style-type: none">• Assistant manager
Hdfc bank<ul style="list-style-type: none">• Handled customer portfolio and build the relationship• Expand the customer base by introducing them to the bank products and gain new acquisition• Delivered exceptional customer service through assistance in questions procedures and accomplishing bank objectives• Applied knowledge of banks products and services to advise customer on all issues and appropriate financial solution in person and over the phone• Identify potential customer and cross sell the other products |
| 15-Sep-2022 - Present | <ul style="list-style-type: none">• Deputy manager
Axis bank<ul style="list-style-type: none">• Generate new customer leads through various channels• Ensure customer satisfaction resolve customer queries/issues facilitate customer service• Onboarding of new acquired clients through welcome call and audit in sales process• Managing relationship with the managed account holders with a view to enhance CASA manage retention and add more family members to this portfolio and cross sell the other products |

SKILLS

- Interpersonal Sales Team building Problem solving Decesion making

LANGUAGES

- English Hindi Malayalam

PERSONAL DETAILS

- Date of Birth : 26 April 1996
- Marital Status : Single
- Nationality : Indian
- Religion : Christian
- Passport : S2111825
- Gender : Female

REFERENCE

- **Vijith Satheesh - Hdfc bank**
Branch manager
Vijithsatheesan@gmail.com
8129121314
- **Nikhila R - Axis bank**
Deputy manager
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6235550410