

# Harichandra Balaji Akole

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9923626215

At-Post Dhanora -Makta

Tq- Loha

Dist- Nanded (MH)

## Skills

- Customer relationship management and Retention.
- Team Management.
- Network and Channel Sales Management.
- Business Promotional Activities.
- Negotiation and persuasion skills.
- Problemsolving

## Interests

- Photo-shoot.
- Internet surfing.
- bike Riding

## Objective

## Languages

- Marathi, Hindi & English

## Personal Details

Date of Birth : 06/03/1995

Marital Status: Married

I intend to build a career with a reputed organization with committed & dedicated people, which will help me to explore myself fully and realize my potential. I am willing to work in challenge & creative environment. Also want to achieve a self-dependency.

## Experience

Personal banker trainee

Responsible for the business after sales service like issuance, renewals and policy servicing. CASA.TD.Asset

1. Managing staff levels to ensure that key target marketing areas are always

Covered.

2. Reporting to Branch manager and co-ordinate with team for processing.

3. Responsible for market share, growth objective, customer acquisition,

Retention and revenue yield of the location.

4. Resolving and ensuring 100% issuance.

5. Implementing & formulating strategies, manage motivation

6. Working closely with other support functions for underwriting like

Issuance, assignment, operation.

7. Leading and motivating the sales team for improved productivity.

8. Ensuring structured training opportunities to the sales team.

HDFC bank

10/02/2022

Personal banker (Classic Relationship manager)

1. Taking care of the Client with proper guidance.

2. Reporting to Manager.

3. Responsible for market share growth objectives, customer acquisition

Retention.

4. Draw new effective plans to increase corporate sell.

5. Handling portfolio worth 16 Crore.and generation of revenue for Bank

Experience

1) HDFC BANK 10/02/2022 TO 06/04/2023

2) UJJIVAN SMALL FINANCE BANK (18/03/2024 TO CONTINUE

## Education

Nationality: Indian

Latur Board

SSC

52.20%

March 2011

Latur Board

HSC 70%

Feb 2013

SRTM University Nanded

B.Com 67%

2017

### **Manipal University Bangalore**

Diploma in sale's and relationship banking

First class

2021

### **Projects**

Personal banker internship

Completed classroom training as well as branch training.

1. Sales

2. Audit

3. Cash handling

4. Customer service

## **Activities**

\* Farming activities

\* Watching sports over weekend