

## **Sunil Kumar**

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**Consummate Professional Seeking Challenging Management Positions to Head Business Operations and Sales.**

*Preferred Sector :Banking, Insurance and AMC*

### **Professional Synopsis**

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***A dynamic professional with more than 18 years of rich experience in the areas of Retail Banking, Branch Operations, Portfolio manage, Client Relationship Management and Team Handling.***

### **Work Experience**

- 1.Organisation – Jana Small Finance Bank, Malviya Nagar, Delhi, {June 2024 – Present}  
Designation – Assistant Vice President II || Branch Manager – Retail Branch Banking
2. Organisation – Indusind Bank, Purnia, Bihar, {December 2022 – June 2024}  
Designation – Assistant Vice President I || Branch Head – Retail Branch Banking
3. Organisation – Axis Bank, Katihar, Khagaria, Bihar {February 2019 – December 2022}  
Designation – Senior Manager || Branch Head – Retail Branch Banking
4. Organisation – HDFC Bank, Noida, Ranchi, Garhwa {May 2008 to February 2019}  
Designation – Manager || Branch Head, Branch Operation Head  
Deputy Manager || Preferred Relationship Manager, Personal Banker Sales  
Assistant Manager || Personal Banker welcome desk, Teller
5. Organisation- GE Money Financial services Ltd., Noida {January 2006 – February 2008}  
Designation – Customer Service Representative

### **Responsibilities -**

**BUSINESS DEVELOPMENT, ACQUISITION, RELATIONSHIP MANAGEMENT & CUSTOMER SERVICE**

- Direct all operational aspects including distribution operations, customer service, human resources, administration and sales
- Assess local market conditions and identify current and perspective sales opportunities, develop forecasts, financial objectives and business plans like liability (CASATD), TPP (LI,HI,GI and Mutual funds) and Assets products (PL, BL, HL, LAP, AL, BBG, EEG). To meet goals, manage budget and allocate funds appropriately.
- Bring out the best of branch's personnel by providing training, coaching, development and motivation.

- Locate areas of improvement and propose corrective actions that meet challenges and leverage growth opportunities. Share knowledge with other branches and headquarters on effective practices, competitive intelligence, business opportunities and needs address customer and employee satisfaction issues promptly.
- Adhere to high ethical standards, and comply with all regulations / applicable laws like KYC, AML and Circulars etc. Network to improve the presence and reputation of the branch and company.
- Stay abreast of competing markets and provide reports on market movement and penetration.
- formulating strategies and deployment of available resources to achieve branch business objectives. Reviewing racking, monitoring, self auditing and controlling the various record in the Bank.
- Maintaining relationship with Government Departments / Officials for acquiring Government Funds Bulk Deposits.

#### LEADERSHIP, MENTORING & GUIDANCE

- Head, Lead and Manage the entire Operations and Sales Function of the branch.
- Target setting for month on month CASA growth and Lead tracking the Daily Sales report of entire Branch Team.
- Mentoring, Reviewing and Training team regularly.
- Lead by example through big business deals closures and demonstrated Go-to Market attitude.

#### Education

Qualification	Institute	University[Board	Year	CGPA/ %
BCA (Computer)	IGNOU, Delhi	IGNOU, Delhi	2006	61
BSIC (Math) – XII	Purnea College, Purnea	BNMU, Madhepura	1999	67
MATRICULATION - X	BBM High School, Purnea	BSEB, Patna	1997	60

#### Personal Details

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Permanent Address : New Sipahi Tola, Purnea, Bihar – 854301

Date of Birth : 04/01/1982

Date :-

(Signature)