

# RESUME

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## Career Objective

To build and maintain long-term client relationships while achieving business targets, leveraging strong interpersonal skills and banking expertise as a Relationship Manager in a reputed financial institution.

## Key Skills

- Client Relationship Management (HNI & Retail)
- Banking & Financial Advisory
- Cross-selling & Business Development
- Knowledge of banking regulations, RBI guidelines, an anti-money (AML) practices.
- Portfolio Management
- Communication & Negotiation, Problem Solving & Team Collaboration

## Work Experience

### Relationship Manager

ICICI Bank Ltd. -

From 31/10/2022 to 21/11/2025

- Teller/cashier, Front desk and cheque clearing.
- Managed a portfolio of high-net-worth and retail clients, ensuring strong relationship and customer satisfaction.
- Cross-sold banking products including savings, current accounts, loans, insurance, and investment solutions.
- Achieved monthly and annual business targets consistently through effective client engagement
- Provided financial advisory services tailored to client needs and risk profiles.
- Conducted client meetings, financial planning sessions, and relationship reviews.
- Ensured compliance with KYC, AML, and other regulatory guidelines.

- Coordinated with internal teams (operations, credit, back office) for smooth service delivery.
- Recognized as Top Performer for exceeding sales and customer service benchmarks.

### **Academic Qualification**

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- Bachelor of Commerce, from. Lalit Narayan Mithila Universit, Darbhnga Year 2019
- Intermediate Commerce from ..Bihar School Exmination Board, Patna Year 2016
- High-school,from.Bihar School Exmination Board , Patna Year 2014

### **Extra Qualification**

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- ADCA (ADVANCE DIPLOMA IN COMPUTER APPLICATION )

### **Declaration**

I hereby declare that the above information is true to the best of my knowledge and belief.

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Your Signature