

# PRIYA SINGH

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## OBJECTIVE

To enhance my professional skills, capabilities and knowledge in an organization which recognizes the value of hard work and trusts me with responsibilities and challenges.

## EXPERIENCE

- **ICICI BANK**

27 - May 2019

**RELATIONSHIP MANAGER**

- Asset product and process knowledge in mortgage , casa and insurance
- Development of home loan and lap , casa and insurance business for ICICI Bank
- Ability to set priorities and deliver high standards of performance
- Identify sales opportunities .
- Generate leads for new business and customers
- Achieve business objectives and targets through customer acquisition & satisfaction
- Identify sales opportunities
- Generate lead for business and customer
- Building business by empalling new channel partners and increasing file penetration in the system.
- Enhanced file processing turnaround times by improving synchronization between credit,sales and operations team.
- Cross-sell of CASA and Insurance Products to LAP and home loan Customer
- Generate leads through calling , branches and DSA
- -Schedule meeting with the client and make them understand the whole process
- Generate sales lead through calling ,branches.
- Open current and saving account and do fd also .
- Achieve sales targets for bank and investment products.
- Going beyond the professed need of the customer by providing other products.
- Responsible to cross sell other bank products introduced and meeting business objectives.
- Responsible to handle customer service requirements like account opening, DMAT account opening, grievances, liability product selling, education on product features, cheque book issuance.

## EDUCATION

- **Galgotias University**

2017-2019

MBA ( Finance and Marketing)

- **Galgotias University**

2014- 2017

BBA

- **Dashmesh Public school**  
2014  
12th cbse board
- **Dashmesh Public school**  
2012  
10th Cbse board

## SKILLS

- Team Development
- Sales process
- Decision making
- Leadership skill
- Staff management
- Team player

## PROJECTS

- HCL internship ( 6 months )

## LANGUAGE

- English
- Hindi

## INTERESTS

- Travelling
- Listening music
- Swimming
- Interacting with knowledge people
- Playing badminton

## PERSONAL DETAILS

- Date of Birth : 08/05/1996
- Nationality : Indian