**Curriculum Vitae**



**JITHESH CHANDRAN**

**Burjuman**

**Career Objective**

**I am looking forward to an opportunity where I can utilize my experience and skills in**

**To achieve a challenging career in an industry or in an organization wherein I can utilize my skills, where my knowledge can be put into practice to create / ensure a co-operative, organized & systematic working environment for benefiting the company and its personnel**

**Professional Experience**

* **Presently working as Team Leader/Sales Executive from SEP 2014 (Personal Loan and Credit Card).**

**Job Responsibilities**

**•Achieve monthly sales target of the TEAM.**

 **• Maintaining and developing relationships with existing customers to enhance the cross sell opportunities.**

 **• Identify and develop opportunities to maximize penetration in key organizations.**

 **• Ensure staff achieves all KPI and KPA standards that include phone calls and face-to-face visits besides monthly financial targets.**

 **• Coach staff by joint visits, train on product and credit policy, up skill staff on sales objections and Presentation.**

**• Control daily activity i.e. Calls, Appointments, Meetings, Closures, References, Cross Sells of all the team members to achieve targeted sales numbers for the team.**

 **• Present and sell all personal banking products and services to potential customers in an ethical structured and professional manner.**

 **• Acting as an external personal contact between the bank and its existing and potential markets.**

 **• Conducting micro marketing activities that include Kiosk activities and other direct marketing activities.**

 **• Record keeping of all sales activities in Daily Sales Reports and update CRM for leads and contacts.**

 **• Ensure Team participation in all activities like morning huddles, training and coaching, complete mandatory compliance and fraud trainings, Lean and rewards celebrations.**

**Other Professional Experience**

* **Sales Executive, Dunia Finance, Dubai form OCT 2013 to SEP 2014.**
* **Sales Executive/Team Leader, Citi Financial Consumer Finance India LTD, Thrissur from JUN 2005 to AUG 2010**
* **Senior Marketing Executive, Cholamandalam Consumer Finance India Thrissur LTD from SEP 2010 to JAN 2013.**
* **Customer Associate, Mahindra and Mahindra Financial India LTD from JAN 2013 to OCT 2013.**
* **Totally near to 12 year Experience, 3 Years in Dubai and 9 Years in home country.**

**Other Job Responsibilities**

* **Proper Follow up and Perfection in handling Potential customers.**
* **Fix the Appointment with Potential customers and successfully closing the Sales.**
* **Conduct Sales training with new members and Business Executives.**
* **Accompanying the Executives in meeting Customers and convince the Potential Customers to use the Service.**
* **To sell the Online Marketing Products to the Customers.**
* **Identifying and Listing the Customers.**
* **Preparation of Product presentation for the Customers.**
* **Customers Retention and Identify Opportunities for Sales.**
* **Provide Support to Executives, ensuring all sales objectives are met.**
* **Assess customer Needs and Requirements, Deliver Solution to the Customer**

**Academic Qualification**

**Degree : B.Com. Under University of Calicut**

**Pre-degree : Commerce, Under University of Calicut**

**Matriculation : From St. Joseph Model English Medium High School,**

 **Kuriachira. State Education Department of Kerala.**

**Computer Qualification**

* **Proficient in Basic use of Computer and Accounting Package Tally**
* **Typewriting higher, Second Class.**

**Languages Known**

* **English, Hindi, Malayalam and Tamil**

**Personal Detail**

**s**

 **Father’s Name : Chandran M.B**

**Date of Birth : 02nd September 1980**

**Gender : Male**

**Nationality : Indian**

**Religion : Hindu**

**Marital Status : Married**

**Languages Known : English, Malayalam & Hindi**

**Driving License : Classes going on (Parking)**

**Skills**

* **A Thorough Professional, Hard Working, Sincere and Honest**
* **Ready to work in Challenging Conditions**
* **Has an exceptional Communication and Inter personal relation skills**
* **Excellent Communication skills**
* **Able to lead good role with the people**
* **Positive Attitude**
* **Intellectual**
* **Smart Worker**
* **Easily Blends to any Situation**

**Passport Details**

**Passport Details :**

**Place of Issue : Cochin**

**Date of Issue : 29/06/2012**

**Date of Expiry : 28/06/2022**

**Strengths**

**Strengths**

* **Adapts quickly to any situation, quick decisions, eager to take on challenges with responsibility, confident about my capabilities *&* sincere efforts towards the respective firm I am placed.**
* **Closed the Revenue of more than 5.5 K in month of JUN 2014 for a single company as Auto Loan from Dunia and Lot other companies for Emirates NBD.**
* **Handled more than 17 Executives with 3 Assistant Team Leaders Reporting**

**Declaration**

**laration**

***I hereby declare that all the above statements given by e are true complete and correct to the best of my knowledge and belief.***

**Place: Dubai**

**Date: 11-01-2017 JITHESH CHANDRAN**

|  |
| --- |
| **JITHESH CHANDRAN – CV No 2032386**To interview this candidate, please send your company name, vacancy and salary offered details along with this or other CV Reference Numbers that you may have short listed from <http://www.gulfjobseeker.com/employer/cvdatabasepaid.php> addressing to HR Consultant on cvcontacts@gulfjobseekers.comWe will contact the candidates to ensure their availability for your vacancy and send you our service HR Consulting Fees quotation for your approval. Whatsapp +971504753686\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |