KALESH

Email – kalesh-395143@2freemail.com



## OBJECTIVE

Seeking Marketing/Sales position in Banking with a major Public or private sector bank in UAE

## SKILLS:

* Marketing, Sales in Banking
* Understanding of banking services and products
* Good verbal and written communication skills.
* Capable in leading the sales team and drive sales goals.
* Strong competitive drive and work ethic to succeed
* Proficiency in computer Skills

## PROFESSIONAL EXPERIENCE

**BANK in UAE** since sep 2013 \_ Aug 2016

#### Senior sales consultant – Personal loan

Summary of Responsibilities

* Sourcing the eligible customers and making them aware of our products.
* Verifying the documents as per our policy and pre-evaluating the same for checking the eligibility.
* Evaluating the Bank statement of the customer for analyzing debt ratio and calculate eligibility of particular product based on the analysis
* Preparing credit evaluation report based on the analysis of Bank statement
* Forwarding the prepared documents to Team head for further processing.
* Ensuring the services to the customers are delivered within the time frame
* Ensuring the individual targets is achieved every month on month basis

**BANK in UAE (**November 2007 - April 2013)

#### Retail Banking Group – Assistant Team Leader

Cross Sales – Abu Dhabi Direct Sales

Summary of Responsibilities

* Source Credit card and personal loan applications from salaried customers from list of companies
* Source credit card applications from self employed customers
* Preparation of card and loan proposals to be submitted to credit department and follow up for disbursals
* Prepare daily, Weekly and monthly plans for achieving the set target and execute on time
* Listing/Referral potential companies with the bank for Retail credit facilities
* Assisting team leader and team members to achieve the team target, document preparation, training of new team members, handling team in the absence of team leader.
* Handled different Banking Products i.e. Account Opening, Credit Cards, Personal Loan, Overdraft, Insurance & Certificates.

## EXPERIENCE IN INDIA

Worked with TTK prestige Ltd as Territory sales executive in channel Sales (2006-2007)

Worked with Eureka forbes as Territory sales executive in channel Sales (2005-2006)

Worked with Bharati cellular ltd as senior sales executive in SME Sales (2003-2005)

## EDUCATIONAL QUALIFICATION

**Bachelor of Commerce (B.com)** from Mahatma Gandhi University 2000-2003

## PERSONAL PROFILE

### Name : Kaleshkumar

Nationality : Indian

Date of Birth : June 1980

Marital Status : Married

Visa Status : Visit visa

Languages Known : English, Hindi &Malayalam Reference : will be furnished upon request