

Objective***:*** To be a part of a company, which offers me the opportunity to enhance my skills and apply my competencies for the growth of the company**.**



PROFESSIONAL SUMMARY

* 12 Months in Rak Bank as Auto loans Officer, Dubai, UAE ( JAN 2015 to Till date)

2.5 years - ICICI Bank Pvt ltd as Assistant manager. Chennai, India
6 months with Elite Eventz - Event Management as Business Development Associate. Chennai, India
10 months with Robotix Lab – System engineer, Chennai, India
1.5 years with Royal bank of Scotlnd as Officer in Trade operations LC’s, Chennai, India



JOB EXPERTISE

**Team Manager**  **Sales & Marketing** **Escalation handling** **Client relationship Manager** **Key accounts Manager**



TECHINCAL SKILLS

* Operating system. Windows XP, Windows Vista, Windows 7, 8 & 10.
* MS-Office / Data Entry
* Hardware – computer assembling
* Software installation / Windows installation
* Photoshop and graphics designing, logos, posters, Business cards.



CAREER HISTORY

 RAK BANK (Intl Experience)

 11th Jan 2015 –UAE.

Auto Loans Officer

Main activities and responsibilities:

* Generate new client acquisition to achieve defined sales targets.
* To call the customer as a service call convince them to take auto loan with the bank as a service gesture.
* To visit showrooms and source new customers as well as to handle existing customers to buy vehicles from the showroom of there choice.
* To Meet Premium & Wealth clients at their companies or resident and explain our offers and products.
* Conducting activities inside showrooms to cater to customer needs.
* Building relationship with showroom dealers and get deals from them to give loans to customers.
* I was placed inside **DFC Toyota Al–Futtaim and I Hyundai Deira showroom** to represent RakBank AutoLoans
* Having strong relationship with F & I Managers in Al futtaim and other showrooms too.
* Also I was able to do cross selling of other products of the bank to customers, also been part of the **Elite Need base program launched by the Cross Sell Team**.
* Dynamic and ambitious Professional with comprehensive multi-functional experience in overall Product

Management, Commercial Operations, Client Servicing and Business Development.

 ICICI BANK INDIA PVT LTD

 14th May 2012 – 21st Aug 2014 Chennai, India

Relationship Manager

Main activities and responsibilities:

* Generate new client acquisition to achieve defined sales targets.
* Monitoring and promoting sales in both inbound and outbound channels.
* To recruit new agencies and get them onboard to get sales target from them.
* Meet Premium & Wealth clients at their companies or resident and explain our offers and products.
* Financial planning, Marketing strategies, promotions, internal contest for the sales officers and branch banking employees. Handling Cluster of Branches - Customer Facing.
* Outdoor sales, Fixing up activities in Corporates and People Gathering areas to promote the products and current offering and special promotions.

 EVENTZ

 Nov 2010 – April 2011 Chennai, India

Business Development Associate

Main activities and responsibilities:

* To establish a stable and productive relationship with customer regarding their event such as, wedding, corporate meetings, conferences, charity fundraisers, festival etc.
* Brain Storming the recent activity and analyze the short falls.
* Have excellent time management and communication skills.
* Have an understanding of budgeting and financial management.
* Improving quality service, preparing reports, maintaining professional environment and accomplishing organization goals.

 Lab

 January 2010 – October 2010 Chennai, India

System Engineer

Main activities and responsibilities:

* Printer configuration, system maintenance, OS installation.
* System audit
* Communicate all problems to the management immediately.
* Resolve and Troubleshoot systems and software’s within TAT.
* Ensure adherence to policies, ethics and code of conduct.

 Royal Bank of India Pvt Ltd

 Oct 2008 – December 2009 Chennai, India

Operations Officer

Main activities and responsibilities:

* Payment Processor for International Trade operations
* Releasing payment for the beneficiaries on due date or on sight.
* Discounting bills for the seller on Tenure LC’s
* Ensure 5S is adhered to in work place



COMMUNICATION SKILLS

* Soft spoken, well-mannered and disciplined.
* Good customer service skills.
* Immense ability to maintain good rapport with customers.
* I am able to work as a part of team. And Lead a Team.
* Commercially aware and customer-focused.

CERTIFICATIONS

* NSE [NSDL]– Depository Operations Module (Qualified Trainer) NCFM-00000979822.
* AMFI - BSE - NISM Series V-A : Mutual Fund Distributors Certification Reg No: BCFM-20500017014, TA Number: BSE000153056

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|  |  |  | EDUCATION |  |  |  |  |
|  |  |  |  |  |  |  |  |
| * **MBA in Banking & Finance [PGDBA] (Manipal University, Bangalore) with GPA 7.7 in 2011 – 12.**
* **B.E (Computer Science & Engineering**), with [70.7] % First Class in **Mohammad Sathak A.J college of Engineering, Affiliated to Anna University, Chennai 603-103**. (2004-08)
* **HIGHER SECONDARY** with a percentage of [75.5] %First Class in **St George’s Anglo-Indian Higher Sec School, Shenoy Nagar, Chennai-31**. In March 2004.
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|  |  |  | PERSONAL INFORMATION |  |  |  |  |
| • |  |  |  |  |  |  |  |
| Nationality: | Indian | I |
| • | Date of Birth: | 1st December 1986 |  |
| • | Civil Status: | Single |  |
| • | Languages: | English, Tamil. |  |



SELF SPECIALITIES

I am a self-disciplined professional who needs minimum supervision to take and finish assignments in time to meet the expectations under the Market situations. I assure you my eagerness and willingness to work with full dedication of body and mind.

**First Name of Application CV No :** **484254**

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