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***CAREER OBJECTIVE***

To perceive a long term career in a progressive organization, which offers good prospects for career advancement, and constantly upgrade my skills and utilize the same for the organization.

***PROFILE SUMMARY***

• Workedwith HindustanUnileverLtdas Territorydevelopmentofficer, Kerala.

• Workedwith KotakMahindraBank Ltd.as Relationship Executive,Cochin.

• CompletedMBAfromICFAIBusinessSchool,in2008.

***PROFESSIONALFORTE***

• Workedwith**HindustanUnileverLtdKerala**asTerritoryDevelopmentOfficerfromNov’10to Sep'14.

• Workedwith**KotakMahindraBankLtd.,Cochin**asExecutive–ClientRelations(RetailLiabilities)from

May’08toNov’10.

**ResponsibilitiesinHindustanUnileverLtd:**

**•** Ensurethat targets (Spares & Devices)assignedto meshouldbeachievedthroughmyteameverymonth.

• EnsuretheCustomersreceivethe servicewithin 72 hrsfromthe requestmadebythemto callcenter.

• Ensurethat installationofdevicehappensatcustomerplacewithin24hrs.

• EnsuretheFollowup fromcustomersideto callcantershouldbelessthan2%oftotalservicerequest.

• Appoint appropriate Franchises to fulfill the customer request in the given TAT by company.

• Maintaingoodrelationshipwith theDistributorsto getthe desiredconsumablesfortheseFranchises**.**

• Introduceinnovativeideasdependingon marketconditionto improvethe ROI ofthese franchises.

**ResponsibilitiesinKotakMahindraBankLtd:**

• AcquisitionandManagingHNIclients,understandingtheirfinancialrequirementsandprovidingsuitablesolutions.

• TaxPlanningandother financerelatedservices.

• Salesof bankingproducts (Opening A/c, MF & Insurance) andcrosssell ThirdPartyProducts.

• Ensureto achievethemonthlyset Targets.

• Needto workcloselywith theinsuranceagentstosell theproductsto HNIclients.

***IT SKILLS***

MSExcel,word, PowerPoint&CRM–Net suite.

***ACADEMICSCREDENTIALS***

• **MBA(Marketing&Finance)**fromICFAI Business School,ICFAIUniversitywithCGPA6.77in2006-08.

• **M.Com.**fromSriShankaracharyaCollege,Pt. RavishankarShuklaUniversityin 2002-04

• **B.Com.** formSt.ThomasCollege,Pt. RavishankarShuklaUniversityin 1999-02

***ACHIEVEMENTS***

• SuccessfullyimplementedPureitPromise& Referral management system(RMS)incochinmarket.

• HasbeentheonlyCCOin thecountryto achievethe monthonmonthSalestargetin theyear2012.

• Successfullyclosedthedealof5000water purifiers with HykonGroupin 2012.

• Sold135gmsofgoldinKotakBankduringDiwaliDhamakaContest.

• SuccessfullyclosedthedealofRs 15Lakhinsurancepremiumchequefroma single customer.

***PERSONAL VITAE***

Dateofbirth: 9thOctober,1981

Sex; Male

MaritalStatus: Married

Hobbies: Singing,listeningmusic..

Languagesknownspoken: Hindi,English,Tamil&Malayalam. Languagesknownwritten: Hindi,English.

***DECLARATION***

I, herebydeclarethattheaboveinformationistrue to the best ofmyknowledge.