

ARUNACHALAM N

Contact No: 9597061778

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Summary:

A passionate and dedicated professional with a strong background in sales, now transitioning to a career in dynamic Human Resources role. Eager to apply my communication, interpersonal, and problem-solving skills to create a positive and productive workplace environment, foster employee development, and contribute to the success of the organization.

Experience:

FREELANCE RECRUITER (OCTOBER 2023 – PRESENT)

- Responsible for end to end recruitment from sourcing, screening, shortlisting, scheduling interviews till onboarding the candidates
- Sourcing potential candidate from various platforms, like Naukri, Indeed, LinkedIn, Apna, Social Media Networks, Glassdoor, Github, Stackoverflow and employee referrals etc.
- Act as a point of contact and build influential candidate relationships during the selection process.
- Interview Candidates (via phone, video and in-person)

CANARA HSBC LIFE INSURANCE

Designation: Senior relationship Officer (August 2023 – SEP 2023)

- Visit partner branches and interact with Bank branch managers to Ensure sales targets assigned are met on every parameter.
- Interact with customers to explain the products and solutions.
- Help mapped branches to achieve insurance sales targets.

ICICI PRUDENTIAL LIFE INSURANCE

Designation: Unit Manager [Sales Recruiter] (March 2022 – July 2023)

- Sourcing and recruiting the right quality Advisor to build a strong New Agency advisor Base.
- Providing Training to Prospects to Clear IRDA Exam
- And Products, Business processes and Selling technique continuously.
- Leading and managing the performance of FOS to ensure efficiency in Business.
- Aid Advisors in Lead generation and Business development.
- Ensuring that advisor provides right financial solutions to customers as per need analysis and they adhere to business processes and norms.
- Conducting activities and Sourcing advisors Both online and offline.

AVAIL FINANCE

Designation: FSE (August 2021 – Feb 2022)

- Handled B2B and B2C field sales.
- Co-ordinating regular meetings with clients and companies to provide presentations.
- Handled CREDIT ATM revolving Loan Product.

CONATUS FINSERVE PRIVATE LIMITED

Designation: Loan Executive (June 2020 – May 2021)

- Handled Mortgage Loans and Secured Loans for FMCG companies.
- Regularly visiting Small Retail Stores and Medicals and Departmental stores to Expand their Business.
- Maintained Daily MIS of Logins and Disbursals

Skills:

- Communication
- End to End Recruitment
- Recruitment and staffing
- Employee relations
- Salary Negotiation
- Training and development
- Interpersonal skills
- Microsoft office - Excel, Word, PowerPoint

Certificate:

- Naukri Maestro Recruiter
- Human Resources Skills workshop at TAREEQA GLOBAL SOLUTIONS PVT.LTD
- Basics in HUMAN RESOURCES MANAGEMENT Course in Athena Global Education

Expertise:

- Naukri
- Mass Hiring
- C2H Hiring
- Grievance Handling
- Cold calling
- Sales Team supervision
- Social media marketing
- Market research and strategy
- B2B and B2C sales
- Sales Team supervision

Accomplishment:

- Got "Certificate of Excellence Award" from CDO Mr. Amit Palta and Chief Agency and PSF Mr. Sanjay Singh (June'22).
- Achieved Apna Batch qualifier and FOS champion Award in MAY, JUNE, JULY, OCTOBER, DECEMBER, And FEBRUARY.
- Achieved SVP OFF-SITE AWARD from SVP-SOUTH Mr. Manikandan Rajamani in GOA (SEPTEMBER'22).
- Achieved and got selected in all contests which Announced for 22nd IPRU Anniversary from Central Team (December'22).
- Got YUVA TOPPER Award in FY22-FY23 for most FOS produced YUVA STAR (April'23).
- Received Indian cricketer SURYA KUMAR YADAV Autographed Bat, Cap, Jersey and Duffle Bag for achieving special contest SKY IS THE LIMIT (JUNE'23).

Education:

- Alagappa University
MBA (Human Resources)-pursuing
- Periyar University
BSC Computer Science - April 2020
CGPA 7.33/10
- R V Government boys' higher secondary school, Hosur
HSC April 2016
55%
- R V Government boys' higher secondary school, Hosur
SSLC April 2014
89%

Personal Details:

Name: Arunachalam N

DOB: 24/09/1997

Marital Status: Unmarried

LinkedIn: <https://www.linkedin.com/in/arunachalam-natarajan-778a26218>

Languages Known: English, Tamil, Telugu

Address: Plot No – 28, Balaboomicity, Kothur, Hosur-635109

Declaration:

I hereby solemnly declare that all the information mentioned above is genuine to the best of my knowledge and belief