

RESUME

DAVID R

**NO:19 Lajapathi Nagar
Pettai**

Tirunelveli

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Career objective:

• An intellectual challenging, dynamic and proactive professional with broad Non-banking operations and priority sector credit, seeking opportunity to work with interdisciplinary group in an excellent future generated bank with the commitment to achieve excellence as well as to feed competent dexterity to my profession expansion.

Key Skills:

Outstanding communication, marketing & sales skills.

- Strong ability in adhering office procedures.
- Creating the new innovation of marketing ideas for developing the business growth
- Hands on experience in selling a wide range of other Products and achieving business targets.

Area of Expertise:

- General Banking & non-Banking Operations - Day- to- day transactions.
- Team Handling
- Internal Audit and Compliance
- Strong knowledge in KYC.
- Updating Forex trading & Mtss like western union , money gram
- Products handling in mutual fund & sip
- Two wheeler loan
- Mis-report

Business Development:

- Initiating contact with potential customers for developing leads, sales & cross selling financial products.
- Implementing data collection & analysis, involvement in lead generation & subsequently lead conversion.
- Expanded customer base through a variety of effective sales techniques.
- Initiated promotion of products utilizing various marketing and advertising methods.

THIRD PARTY PRODUCTS :

- Mutual fund & Sip,
- HDFC health insurance ,Bajaj Life insurance
- Two & four wheeler Insurance

Professional Experience:

1. Worked in **MUTHOOT MINI FINANCE LTD** as (BRANCH MANAGER) joined from (17/09/2013 to 07/09/2019)
Team handling size is =1+ 5
2. Worked in **BANDHAN BANK** Tirunelveli Branch (BRANCH INCHARGE) from (08.04.2020 to To 20/12/2021)
Team handling size is = 4 Branche's (37no's)
3. Worked REGIONAL MANAGER GOLD LOAN in **FINCARE SMALL FINANCE BANK (28/12/2021 to 19/01/2023)**
Team handling Size (15 Branches)
4. working as ICICI BANK LTD BRANCH MANAGER in Chennai
(09/03/2023 to Till date)

Areas of responsibility:

- Team handling
- Operations & sales
- Collection
- Responsible for customer query management,
- Overseeing the branch operations spanning from Cash Transactions,
- Ensuring quality of business and operational efficiency through proper process

PRODUCTS HANDLING:

Crore products: Gold loan , SME loan, CASA, Personal Loan,FD,RD

ACADAMEDIC QUALIFICATION:

M. B. A (Master of Business Administration) :

College/Institution	: Annauniversity Regional Centre Tirunelveli
Affiliated to	: Anna University
Specialization	: Finance & marketing
Year of Passing	2013
Percentage secured	:63%

Personal Information:

D.O.B	: 20.05.1987
Father Name	: Rayapppan
Languages Known	: English/Tamil
Maritalstaus	: Married

Personal Attributes Smart working character, Honest & Sincere in any situation, always having thirstiness to acquire Creativity and Quick learner”

Date :

Signature

place:

(David R)