



R. RAJARAM

Senior Sales And Collection Executive

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7708260360
19/05/1992

OBJECTIVE

Looking for the best opportunity in your esteem organization where I would be able to utilize and enhance my potential while being resourceful and flexible.

SKILLS

- * Management of Sales
- * Management of Accounts
- * Business Development
- * Management of team handling ★★★★★

INTEREST

Driving , Hearing Music and songs ,
Photography

EDUCATION

Completed Bachelors Degree in BBA

2009 - 2012

H.H The Rajah's College , Pudukkottai

Grades - A+

Completed 12th Std.

2007 - 2009

Sri Brahathambal higher sec School, pudukkottai

Grades - 63%

Completed 10th Std.

- 2007

Municipal High School,Pudukkottai

Grades - 55%

SOFTWARE PROFICIENCY

* Tools : PGDCA

WORK EXPERIENCE

Senior Sales And Collection Executive

2013 - Present

TVS CREDIT SERVICES LIMITED

* Responsible for Login Process, and Responsible for achieving the sales targets.

* Responsible for making market credit under control for the distributors to show the healthy ROI.

* Monitoring competitor activities and providing inputs for fine tuning to the selling and marketing strategies.

* Building and maintaining healthy business relations with major retailers, ensuring maximum customer satisfaction by achieving delivery & quality norms.

* Showing Best Bounce Reductions in first EMI to 6 EMI. And also collection responsibilities for First to 3 EMIs.

* Quickly and effectively solve customer challenges.

* Maintain quality control/satisfaction records, constantly seeking new ways to improve customer service.

* Repayment Error Following responsibilities solved

ADDITIONAL INFORMATION

* Responsible for Login Process, Tele-verification and check

* Deduplication and CIBIL Process, FI (Field Investigation) Initiating and Disbursement Process.

* Showing Best Bounce Reductions in first EMI to 6 EMI. And also collection responsibilities.

* Quickly and effectively solve customer challenges.

* Maintain quality control/satisfaction records, constantly seeking new ways to improve customer service.

* Repayment Error Following responsibilities solved.

Signature:

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