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*Pushman -
Perumal nanner*

Pin 19750/p

Asst Manager

Harikrishnan Athippatta

A capable, ambitious banking professional who possesses a broad and deep product knowledge of the global financial marketplace. Having the ability to support, encourage and motivate colleagues and investors as well as an excellent track record at generating new business and also managing high profile client relationships. Capable of providing accurate market, product and deal knowledge to potential new clients and existing investors.

Presently looking for a suitable position in a exciting, fast-paced working environment where a culture of mutual respect and teamwork exist.

EXPERIENCE

**ASSISTANT MANAGER
APRIL 2013 –Present**

AXIS BANK

Responsible for helping to attract and develop a portfolio of high net worth clients, then looking after their investments and ensuring that they continue to grow over the years.

- ❖ Performed sales of all bank products.
- ❖ Assisted in opening new accounts and loans.
- ❖ Significantly increased customer database.
- ❖ Supervised office in absence and provided direction to team.
- ❖ Administered office security and performed tests on security.
- ❖ Determined goals for all cross selling products.
- ❖ Referring new business opportunities to senior managers.

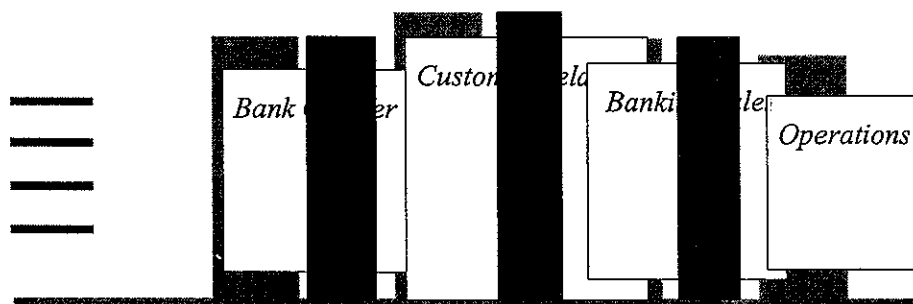
**SALES EXECUTIVE
AUGUST 2012-APRIL 2013**

HDFC BANK

- ❖ Maintained optimal customer relationships with bank values.
- ❖ Managed processing of all paper transactions.
- ❖ Prepared balancing procedures.
- ❖ Expanded sales to include mass market accounts.
- ❖ Suggested new products that increased earnings by 23%.

SKILLS

**Professional
Competencies**



Asset management

Financial planning

Contractual negotiation

Analytical

Self-motivated

Cash flow modelling

Financial analysis

Integrity and Team Working

Analysis and Problem Solving

Dependable and truthful

Ability to keep calm under pressure

Highly disciplined

Having the ability to work accurately

Attention to detail.

Relationship management

Excellent negotiating skills

Comprehensive understanding of client confidentiality

Methodical and organised

Solution implementation

Portfolio management

Private banking

Commercial banking

Business administration

Personal Competencies

- ❖ Proficient with Microsoft applications.
- ❖ Capacity to handle high level responsibility
- ❖ Ability to maintain effective relationships.
- ❖ Guaranteed customer satisfaction.
- ❖ Outstanding knack to retain and monitor client request.
- ❖ Aptitude to proactively identify client needs.
- ❖ Skill to work with various banking office equipment.
- ❖ Exceptionally trained to multi task and meet targets.
- ❖ Ability to perform accurate cash handling.
- ❖ Managed all deposits, withdrawals and payments.
- ❖ Assisted customers in updating accounts, loans.

EDUCATION

MBA specialised in HR and Marketing	2010-2012
BSc in Hotel Management	2006-2009
12 th	2004-2006
10 th	2004

AWARDS

“Target Achieved” AWARD for Life Insurance contest LI Oscar.
“Good Performance” AWARD for Monsoon Dhamaka contest.

INTERSHIP

Researched and prepared an In- depth process manual on the Operations and HR department.

Examined the day to day operations and trained on the complexities of associated tasks at Kottakal Arya Vaidya Sala.

Surveyed the intricacies involved with upholding Customer Relations at TVS Madurai.