RESUME

**MUTHU KUMAR. G** #6, RAILWAY BORDER ROAD,

BEHIND KEERTHI APARTMENT,

PALLAVANTHAGAL

CHENNAI-600 114.

**E MAIL ID: muthu.unizen@gmail.com**

**MOBILE: 99650 82389.**

**Career Objective:**

Aiming for a promising career that provide an opportunity to apply and enhance current skills, acquire new skills and contribute constructively to the organization.

**Capabilities:**

Confidence, Optimism, Strong will Power and Patience are some of my advantageous points.

I posses a Zest to learn and can adapt myself to any new environment and can also become a good leader of the group. I can work with determination preservation and dedication to finish the given assignments on time.

**Educational Qualification:**

* **MBA** from SRM SCHOOL OF MANAGEMENT, Chennai (SRM University) with specialization in Finance & Marketing. [May 2010 pass-out with 68% ]

##### **B.com(Computer Application)** from **The Vysya College,** Salem ( Under Periyar University) by 2008 with 59%.

* **H.S.C** ,Gokulnatha Hindu Mahajana Hr. Sec .School, Salem by 2005 with 76%
* **S.S.L.C** , by 2003 with 51%

**Certifications :**

* **NISM-**Mutual Fund Distributors Examination Certification - 2015.

**Professional Experience:**

COMPANY NAME : SUPREME AGENCIES

DESIGNATION : MANAGER

DURATION : FROM DEC'13 TO TILL DATE

LOCATION : SALEM

**Roles&Responsibilities:**

* Target on Monthly sales revenue.
* Collect the outstanding payments from the dealers.
* Making the profit.
* Handle sales persons on their Targets, Revenue and Payments.
* Making purchase orders.

**Achievements:**

* Highest Turnover and Zero outstanding payments in months.
* Since making decent profits.
* Extended our distribution channel added with other new products.
* Area sales improvement.

**Professional Experience:**

COMPANY NAME : INDUSIND BANK LTD.,

DESIGNATION : ACQUISITION MANAGER

DURATION : FROM AUG’12 TO NOV’13

**Roles&Responsibilities:**

* Upgrading the Credit Cards to Signature (High-end card) from Existing cards.
* To make call and fix an appointment with the HNI clients for upgrading (High-end card) from existing credit cards with fee point.
* Cross selling our financial products like Life insurance, general insurance, personal loan, LAP, Home loan and LACL to Existing card Holders.

**Achievements:**

* Got Certification from National sales head for the highest revenue achievement in the month of January 2014 over pan India credit card upgradation.
* Achieved a lot of mega sales contests such ***OKTOBER FEST, LACL CONTESTS, CHARRIOTS OF FIRE, STAR OF THE MONTH***and many.
* Achieved more than 100% target for four months.

**Professional Experience:**

COMPANY NAME : ICICI SECURITIES

DESIGNATION : RELATIONSHIP MANAGER

DURATION : FROM AUG'10 TO JULY’12

**Roles&Responsibilities:**

* Fix an appointment and meet the client for cross sell our own financial products like Mutual funds, Life Insurance, General Insurance&PMS.
* To understand the customer financial needs and to fulfill their requirements with our financial products.
* To given the share trading demo in our website and solve the service related problems, queries with the Demat&Trading account.

**Achievements:**

* Qualified in “***DABANNG DECEMBER***” contest for the highest life Insurance business

done in our zone.

* Qualified in “***ANNIVERSARY BONAZA***” contest conducted by THE ICICI PRUDENTIAL

LIFE INSURANCE COMPANY., for the highest life insurance business done in within 10 days.

* Won the “***MEGA C2T***” (customer to trade) contest for the highest traders activation in

the parameters of non trader& stop trader activation.

* One among top relationship manager in the branch for the highest consecutive **4** months.
* IRDA licensed authorized signatory for ICICI PRUDENTIAL LIFE INS COMP., INSURANCE PRODUCTS.

**Extracurricular Activities:**

* Got 1’st mark in the subject ACCOUNTANCY at School level in +2 public examinations
* Actively took part in the COMMUNE management meet conducted by the SRM University as a volunteer for WEB DESIGNING.

**Languages Known**

* English (Read/ Write/ Speak)
* Tamil ( Read/ Write/Speak)

### **Personal Details:**

Name : G.Muthukumar

Father’s Name : Mr.C.Ganeshan

Date of Birth : 31-12-1986

Nationality : Indian

Gender : Male

Marital status : Single

Hobbies : Foot ball, Cricket, Listening Music

Permanent Address : 44, Vaikolkara Street, chinnakadai veethi,

South gate, Madurai-625 001.

**Declaration:**

I hereby declare that the information furnished above is true to my knowledge and belief.

Date:

Place: [**MUTHUKUMAR G**]