D.SATHIYASUNDRAMOORTHY

Mobile Number:- +91-9626720093 ~ Email-ID : sathyaduraimba@gmail.com

## PROFESSIONAL OBJECTIVE

With the entry level professional experience willing to work with professional group of people and enhance my skills and deliver the desired results and growth with the company.

## PROFESSIONAL OVERVIEW

**DEUTSCHE BANK (**From AUG 2014**)**

* Now working at Deutsche bank in SALES MANAGER for personal banking, 11 months experience for Deutsche bank Salem.
* Gained in depth knowledge in various banking products and client’s buying behavior.
* Handful knowledge and experience in managing, maintenance &understanding client’s requirement and providing services and products accordingly.
* To handle with the customer for portfolio.
* To understanding the customer needs to give proper solution to the customer.

**HDFC BANK LTD**

Result oriented professional with nearly 1.5 year experience in Branch banking, sales, marketing of Insurance, mutual funds, personal loan, Auto loan, Credit cards& various other products.

* Currently associated with HDFC Bank Ltd., since 2013.
* Customer profiling
* TO generate lead for Personal loan, Auto loan, etc.
* Credit card leads generate from salary people& corporate companies.

**MNS CEMENT & STEELS**

6 months experience in MNS cement & steels marketing for HINDWARE tab fittings & sanitary wares.

**NISM (AMFI CERTIFIED)**

**ARN-3543/EUIN- E114513**

AMFI certified to consultant for mutual fund to the customer

## DOMAIN SKILLS

Marketing and Sales of Various products:

* Initially started with Current account opening and later started to market various products like saving bank account, mutual funds, recurring deposit, fixed deposit , general insurance.
* Then also have knowledge and handful experience in Various Loans from Auto to personal loans.
* Create lead for the Loan team for further process.
* Creating leads for General Insurance team.
* Processing forms and having check with documents required for the said products and services as per Banking Norms and KYC (Know your customer) norms.

Duties and Responsibilities:-

1. To Bring NTB ( New to bank )
2. To understand the requirement of customers stepping in and providing services and products that suit to them.
3. To be a part of achieving branch targets.
4. To ensure if the clients are satisfied and provide services accordingly.
5. To generate Revenue through client reference, cold calls and field work.
6. To Full fill the process from marketing the product till CPV ( customer point verification )
7. Market various other products to the existing clients and generate and achieve target from it.
8. To enhance clients knowledge on existing and various other products suitable to them.
9. Maintaining a healthy relationship with clients.

## ACADEMIA

* **Master’s in Business Administration** with specialization in **Finance and Marketing** , From Vysya Institute of Management Studies, Salem in 2013 with 70% ( First Class )
* **Bachelor of Business Administration ,** From Vysya college of Arts and Science, Salem in 2011 with 66% ( First Class )
* **Higher Secondary Education ,** from Sri Ramakrishna Saradha H.S. School, Salem in 2008 with 81% ( Distinction )

## TRAINING PROGRAM

1. Training course in **PRODUCT AND ONBOARDING** at Chennai conducted by HDFC Bank Ltd.
2. Training course in **HDFC LIFE** i.e. Life insurance a product of HDFC Bank Ltd.
3. Training course for basic banking KYC, operations at NIIT Bangalore, Koramangala Conducted by Deutsche Bank.
4. Training course in **selling technique** at deutsche bank Bangalore.

## COMPUTER SKILLS

* Tally 9.0 – Basic Level
* MS-Word , MS-Excel & MS-PowerPoint – Proficiency level

## PERSONAL DETAILS

* Date of Birth : 15-08-1989
* Nationality : Indian
* Language Known : English , Tamil
* Present Address : 270/1, ponnazhagi colony, kalar kaadu, suramangalam, Salem- 636005. India

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