**NAME -SUMAN S**

**EMAIL: SUMAN.SS2014.SS@GMAIL.COM**

**MOBILE NUMBER: 9620265916**

**Career Objective:**

Intend to build up a career with leading corporate of good environment with committed and dedicated people, which will help me to explore myself fully and realize my potential. Willing to work as a key player in creative and challenging environment.

**Summary**

I have 7 years’ experience in various roles of NR covering Sales and Advisory having exposure in banking sector. Broad understanding of Financial Products, Financial Planning & Customer Service.

**Educational Qualification**

B.Sc. from Bangalore University

**Professional Summary**

Kotak Mahindra Bank Ltd BDE- NRI Banking

June 2010 to till date

**Job Profile:**

* Acquiring new corporate which are working across the globe and sending their employees for on-site project out -side of India.
* Taking care of NRI clients from advisory to several financial investments and selling them multiple products.
* Acquiring NRI clients across the globe for bank.
* Endorsement activities with new corporate, especially for NRI banking.
* Conduct events with Emigration departments of corporate.
* Managing all aspects of NRI clients like, advisory, investments, information, and monetary exchange aspects.
* Managing relationships with clients across the globe.
* Increasing NRI clients base from several countries, like UK, USA, AUSTRALIA, UAE, EUROPEAN countries.
* Achieve sales targets and providing Customer service, enhancing and upgrading the High Net worth relationship.
* Selling of Investment products like Insurance, Mutual Fund and fixed Deposit
* Relationship Management with Portfolio of customer.

Icici bank BDE- NRI Banking

July 2007 till May 2010

* Selling products like Foreign Currency Plan, Offshore Banking Product and NRE , NRO accounts and FCNR deposits .
* Scrutinize and process day to day account opening.
* Co-ordinate with assistants and generate leads.
* Provide market update and portfolio update to the existing customer.
* Maintaining relationship with existing clients and acquiring more business.
* Acquisition of new relationships through sales, promotions and tie ups .
* Handling corporate accounts.
* Extend support on product knowledge and monitor service issues.
* Generate and maintain reporting to the top management on daily and weekly basis.

**Technical Skills / Computer Proficiency:**

* Microsoft Office, Basic of computers, Good knowledge of Internet.

**Strength**

* Quick learner and Confident.
* Strategize & implement ways to achieve targets.
* Communication and Leadership Quality.

**Personal Information**

* Father name : C Sampath Kumar
* Date of Birth : 30-09-1982
* Sex : Male
* Nationality : Indian
* Marital status : married
* Language known : English, Hindi, Kannada, Tamil
* Address : No -35, 3rd A cross,8th Main, Hoysala Nagar, C Palya Road,Bangalore-16

Date:

Place: Bangalore SUMAN S