Present Address:

No. 90, Tamilan Street,

Meenakshi Nagar,

NewRamnad Road.

Madurai – 625009

**Objective:**

Seeking a challenging role in the field of Operations in a growth oriented organization that will utilize my talent and technical skills in the best possible way for the fulfillment of the organizational goals.

**Summary:**

* M.B.A Professional with over 2 years of progressive experience in the Field of Financial Product (Mutual Funds)
* AMFI Certification – Advisors Module.
* Maintaininggood Distributorrelationships,understandingtheDistributors requirements and delivering timely results.
* Excellent communication, negotiation skills with a proven track record of excellence in the marketing process.
* Proven skills in analytical thinking, problem solving, and conflict resolution.
* Able to pick new concepts quickly and self-motivated to learn.

#### Educational Qualifications:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **EDUCATION** | **SCHOOL/**  **COLLEGE** | **BOARD/**  **UNIVERSITY** | **PERIOD** | **%** |
| S.S.L.C | Thigarajar Model Hr.Sec .School | State Board | 1999 | 85 |
| +2 | Thigarajar Model Hr.Sec .School | State Board | 2001 | 52 |
| B.B.A | Sourashtra College | Madurai Kamaraj University | 2004 | 56 |
| M.B.A (Banking & Finance) | Alagappa University | Alagappa University | 2009 | 55 |

**Work Experience 4:**

**Organisation:** Franklin Templeton Investments India Ltd.

**Experience:**March 2012 to Till now..

**Designation:**Business Development Associate.

**Work Experience3:**

**Organisation:** ICICI Prudential AMC LTD, Tirupati

**Experience:** June 2011 to Dec 2011.

**Designation:** Relationship Manager.

**Key Responsibilities:**

* Planning andstrategizing for marketing of ICICI Prudential mutual fund products through the Bank Branches, National Distributors, and Individual financial Advisors(IFA’S) pan out in Chittor, Nellore Districts.
* Maintain anddeveloping relationships withKey Channel Partners across the allottedregion for increasing the sale of products.
* Building distribution network and ensure optimal performances of distribution systems in the given territory.
* Ensuring mobilization of funds under schemes as budgeted from time to time.
* Monitoring the servicing of clients with regards to their payments, redemptions, and specific queries
* Ensure that the necessary documentation is complete and organized correctly.
* Manage and deliver service to customers of the branch while ensuring adherence to internal standards & compliance norms

**Work Experience2:**

**Organisation:** HDFC AMC LTD, Madurai,

**Experience:** Dec 2007 to June 2011.

**Designation:** Unit Manager.

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**Work Profile:**

* Marketing and Promoting HDFC mutual fund schemes among Individual Financial Advisors(IFA), Channels pan out in (Rajapalayam, Theni, Karaikudi and Ramnad ) of Tamilnadu.
* Generating business by motivating the channel partners residing in the allotted regions.
* Supporting the distributors in gathering / increasing assets through proactive support of sales and marketing campaigns.
* Work closely with the distributors in the assigned locations and supervise the operations of trainees.
* Provide required service to clients / distributors through various support functions.
* Educating distributors on new products (NFO) by seminars and presentations.
* Provide value Added services like daily market updates, weekly inflation, product & return update of various schemes etc to distributors.

**Responsibilities:**

* Driving business growth fromallotted channel networks across Madurai and upcountry to enhance market penetration and product reach
* Strengthening and managing relationship network to achieve sales and revenue target on regular basis.
* Identify new channel partners and make pitches to generate Sales and increase market share
* Ensure Effective contact management through a team of trainees.
* Ensure regular contribution from the entire channels handled in my region on regular basis.
* To regionally co-ordinate implementation of all sales & marketing initiatives in the handled channels.

**Achievements:**

* Received award from Cluster Head for “Outstanding contribution – Tier II Retail Channel March 2008Challenge Contest” for NFO HDFC Infrastructure Fund.
* Received Award from Cluster head for “Outstanding contribution – Tier II Triple Bonanza Retail Contest” held on November 2009.
* Received award from Branch head for “Outstanding Contribution – Tier II Champions of the Champions Contest” held on January 2010.

**Work Experience 1:**

**Organisation:** Kotak Mahindra AMC Ltd.

**Experience:** Jul 2005 to Jun 2007

**Role :** Executive Client Services.

**Work Profile:**

* Processing the application forms , redemption request and submitted to Cams.
* Handling investors queries and solved it quickly.
* Maintaining the processing files and submitted for HO audit.
* To take care of customer relationship management

**Personal Profile:**

Name **:** Vasudevan R R

Fathers name **:** Rajan R B

Mothers name **:** Usha R R

Nationality **:** Indian

Marital Status **:** Single

Gender **:** Male

Date of Birth **:** 20-01-1982

Languages known**:** English, Tamil, and Sourashtra.

**Declaration:**

I hereby declare that the information furnished above is true to the best of my knowledge.

**Date: : Madurai**

**Place : Vasudevan R R**