**Career Summary:**

Banker with 7 plus years of work experience in sales and customer service and worked for Kotak Mahindra and HDFC Bank.

**Kotak Mahindra Bank (Oct 2013 – Present):**

Working as Relationship Officer (RO) designated as Deputy Manager at Nungambakkam branch, Chennai since joining the organization.

Responsibilities:

* Achievement of CASA numbers and values and lead generation for various products
* Acquisition and enhancement of HNI customer relationships through effective relationship management.
* Revenue maximization through cross selling asset, life, and general Insurance, mutual funds, Trading &Demat
* Acquisition of New to Bank Customers by conducting sales initiatives.
* Achievement of lowest TAT in account opening.
* Ensuring customer service quality, and adherence of statutory & regulatory compliance.
* Timely updation of customer interaction and lead generation in customer relationship management application called SIEBEL
* Reduction of depletion by cross selling and increasing stickiness

Achievements:

* Awarded as best performing RO Pan India level for FY 2014 – 2015 by President of Branch Banking
* Certificate of excellence award for achieving scorecard (SOP) consistently on monthly basis
* Over achieved life insurance target of 35 lakhs for FY 2014 – 2015
* Opened maximum number of Investment Services Account (ISA) and Trading &Demat accounts with high margin revenue.
* Consistently awarded as best performing RO for the cluster for two consecutive times in the contest named “ Chennai K Superstar”. Awarded by Senior RBM
* Won the national level contest “ Dare Alpha “ and “ Dare Omega”
* The only and first RO in the south region to win the national level CASA and NTB contest named “ Agni”
* Consistently achieved the CASA numbers and TD in the contest named “ Class of 2013 “

**HDFC Bank(July 2008– Sep 2013):**

Joined HDFC Bank as Sales Executive at Ashok Nagar Branch, Chennai and grew up to team leader within a short span of one and half years and became Team leader in beginning of 2010, and managed additional branch of R.A Puram, Chennai.

Responsibilities:

* Achievement of Savings account numbers and meeting targets through a team (sales executives) of 8 members.
* Team coaching, product training, and conducting catchment activity
* Account Activation and Depletion Control
* Cross sell of Third Party Products
* Assets lead generation
* Acquisition of New To Bank Accounts

Achievements:

* Certified as third winner by zonal head for acquiring maximum no of savings and current accounts in zonal savings account contest in FY 2012 - 2013.
* Exhibited leadership qualities in achieving business objectives. Therefore, recognized with additional responsibility of leading two branches (Ashok Nagar & R A puram) from one branch.
* Certified as best team leader for the FY 2011-2012 for achievement of the maximum number of savings account and current accounts.
* Certified as a best Team leader for 2010-2012 for doing the maximum no of savings account and current accounts and asset products.
* Awarded and promoted as a Team leader in FY 2009-2010 after for being the top performing sales executive.

Academic Credentials:

Post graduation **:**

Course **: MBA (Finance)** (Pursuing)

Institute : Anna University, Chennai.

Graduation:

Course : **B.Com (Bank Management)** 2005 - 2008

Institute : Saint Joseph College of Arts & Science, Cuddalore

University : Thiruvalluvar University

Grade : 2nd class

Certification:

* AMFI Certified
* IRDA Certified
* Depositary Services Certified

###### Personal Details

Father’s name : Duraikannu. R

Date of birth : 04/05/1988; Age: 28 Years Old

# Marital Status : Single

# Linguistic Ability : English, Tamil

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