**CURRICULUM VITAE**Name : K.Dhanasekaran.  
Address : No: 15/17, Narayana Street, Periyamet, Chennai - 600003.  
E-mail : [dhana.aj@rediffmail.com](mailto:dhana.aj@rediffmail.com) Mobile : 9884772320

**CAREER OBJECTIVE:**\* Major area of interest and preference lies in the field of marketing and sales.

\* To work in a globally competitive environment on challenging assignments with rapid professional growth.

**EDUCATIONAL QUALIFICATIONS:**

**\*** Qualified NISM - VA mutual fund distributors Exam

\* Diploma in Account and Auditing in year 2010.

\* M.com (Master of Commerce in year 2010).

\* B.C.S (Bachelor of Corporate Secretary ship in 2003).

**WORK EXPERIENCE:**

**( ROLES & RESPONSIBILITIES)**

**INDUSIND BANK LTD** Deputy **Manager** (Sep‘13 to till date)

\* Acquisition of Current account, Trade account, Fixed Deposit & Deepening of existing Current account relationships

\* Acquisition Life & General insurance

\* Providing all asset products, based on customer profile.

**KOTAK MAHINDRA BANK LTD Assistant Manager** (Nov ‘10 to Sep ‘13)

\* Acquisition of Current account, saving account, Fixed Deposit.

\* Acquisition Life & General insurance.

\* Cross selling of asset products, based on customer profile.

**Achievements**

**\***  First award winner in Chennai March - 2012 insurance contest.

\* Winner of the September 2012 insurance contest.

\* Performance award winner of CASA & Insurance in Q3 Year 2012

**HDFC BANK LTD** Team **Leader (**Mar’08 to Nov ‘10)

**\*** Trained and handled a current account team of 8 members.

\* Acquired new clients and achieved sales targets every month.

\* Helped in marketing new financial products and services.

**Achievements**

Received award from RSM for Best Sales CASA Nos.

**ICICI BANK LTD** **Senior Relationship Officer** (May ‘06 to Mar’08)

\* Handled the tasks of opening new Current accounts.

\* Increased business through networking and building new client relationships.

**Achievements:**

Received award from AH for Best Sales CASA Numbers in Team.

**Outfield Management Services Sales Officer** (Apr ‘05 to Apr’06)

**\*** Selling credit cards to corporate customers

\* Worked with the marketing team to develop customized plans for corporate clients.

**GENIES SHIPPING SERVICES Office Administrator (**Nov ‘03 to Mar’05)

**\*** Maintained logistics accounts, allocating monthly salary for employees.

**TECHNICAL SKILLS:**  
  
\* Microsoft Office (word, excel, PowerPoint).

**PERSONAL PROFILE:**

**Father Name :** G.V.Kannappan.

**Date of Birth :** 19-06-1982.

**Marital Status :** Married.

**Languages Known :** English, Tamil.

I hereby declare that the above specified particulars are true to the best of my knowledge and belief.

Date:

Place: Chennai (**K.Dhanasekaran).**