**CURRICULUM VITAE**

**PICHANDI.S**

Mobile No:-**08553980555**

E-mail: pichandi.singaram@gmail.com

**Career Objective :**

To secure a challenging position where I can continuously update and contribute my skills and abilities as a Professional in the Industry that offers professional growth while being resourceful, innovative and flexible, possessing competent skills.

**Professional Experience :**

11 years experience in Banking industry working in various capacities as sales officer,

Team Leader & Relationship Manager in different organizations.

**Current Employer :**

**Indusind Bank Ltd.**

Designation: Assistant Manager

Duration : MAY 2011 to till date

**Past Employer :**

**IDBI Bank Ltd**

Designation: Senior Financial Consultant/Team Leader

Duration: September2004 to May2011

**Roles & Responsibilities :**

**A) Indusind Bank ltd: Relationship Manager-Emerging corporates –**

**Trade & Forex**

**.**  Acquisition of Current Accounts with main focus on Trade & Forex clients.

* To achieve income levels through inward/outward remittance, issuing Lcs & other fund bases & non-fund based woking capital products.
* Cross selling of SB A/cs to CA A/cs to SB Customers.
* Cross selling of third party products & retail assets to portfolio customers.
* Coordinating with Business Banking Group for providing Working capital to existing clients.
* Verification of Govt. Documents & other bank documents.
* Acting as Joint custodian of security items.
* Adhering to KYC &FEMA norms.
* Handling, talling of security items (day to day basis)

.

* **B) IDBI BANK LTD : Senior Finaacial Consultant/Team Leader – Retail Banking**
* Acquisition of Savings & Current Accounts, Fds, Rds & loans.
* Selling of Investment Products like Mutual funds, Insurance & Demat A/cs.
* Relationship Managements of portfolio customers.
* Cross seling of retail assets to portfolio customers towards achieving revenue targets.
* Deepening of existing relationship for achieving incremental CASA float.
* Generation of referrals from internal database for new acquisitions.

**Employee Development :**

* Regular Staff Meets and Sharing / Updating latest Trends / Circulars / Market Knowledge
* Motivating for Higher responsibilities & Customer centric Approach

**Technical Expertise :**

* **Operating Systems :**  Windows 7, Windows XP.
* **Microsoft Tools :** MS Excel, PowerPoint, Word
* **Other Tools :** Finacle

**Achievements :**

* Always over achieved in target in terms of Numbers and Revenue, in Asset and Liability Business.
* Got Appreciation mail & Award From **National Head** For achieving Monthly Targets in business banking cross selling. Credit card cross selling & GI
* Got Awarded For Achieving Life Insurance Selling under third party products

**Educational Details :**

* Completed **B,sc.,** From Madras University, Chennai

**Personal Qualities :**

* Enthusiastic
* Quick to learn with good interpersonal and organizational skills
* Productive and efficient work habits.
* Attention to details.
* Self-motivator with high energy

**Strengths :**

* Positive attitude & Time Management.
* An optimist who makes himself and others Happy all the time.
* Vibrant, Dynamic, efficient.

**Languages Known :**

* **Read: -** Tamil, English
* **Write: -** Tamil ,English& Telgu
* **Speak: -** Tamil Hindi , English & Telgu , kannada

**Personal Profile :**

Name : Pichandi.S

Father’s name : Late Singaram

Date of Birth : 30 April 1974

Gender : Male

Marital Status : Married

Nationality : INDIAN

Permanent address : No A102, 3rd Floor, Janadhar Subha appartment,

Anekal Main Road, Bangalore - 562107

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

Place: - Bangalore

Date: - 21/09/2015 SIGNATURE

(pichandi.s)