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| Objective | **M.senthilvelan** senthilvelan23@yahoo.com  Mob - +91-9940036305  Seeking a Responsible position in Sales and Marketing wherein I can utilize my five year experience and knowledge towards the growth of the organization. |
| **Jobs undertaken**  **area of interest**  **Work**  Experience | * **Sales and Marketing** * **Credit Analyst** * **Sales and Dealer in Commodity Trading** * **Marketing** * **Administration**   **#Relationship Officer – Commercial Bank of Dubai (Dubai -UAE) (** From 7th April 2014 to 20th October 2015**)**  **Nature of Job:**   * Identifying potential Consumers who are in need of financial assistance for various needs. * Sourcing Business from Existing Listed Companies such as New Loan, Take over Loan and Top-up Loan. * Sourcing Credit cards from Existing Listed Companies. * Sourcing insurance from new and existing customers * Providing a feasible, flexi pay options for Customer who are looking For Personal Loan. * Track and convert all business leads generated and passed on by other units * Listing Good and potential Companies for generating Business. * Generating Leads for outbound department.   **#Senior Business Development Manager – Safexpress Logistics (Chennai –India)** (From 7th October 2013 to 4th March 2014)  **Nature of Job:**   * Responsible for increasing the sales from the list of companies. * Responsible for distributing the bills and collection. * Track the status of the shipment on daily basis and maintaining the MIS. * Signing new contract with existing customers with new rate. * Regular visit to pickup point to check the measurements. * Ensuring timely delivery * Identifying potential new customer and signing contract to increase sales     **#Relationship Officer – RAK Bank(Dubai -UAE) (** From 4th June 2011 to 21st Aug 2013**)**  **Nature of Job:**   * Identifying potential Consumers who are in need of financial assistance for various needs. * Sourcing Business from Existing Listed Companies such as New Loan, Take over Loan and Top-up Loan. * Providing a feasible, flexi pay options for Customer who are looking For Personal Loan. * Track and convert all business leads generated and passed on by other units * Listing Good and potential Companies for generating Business. * Generating Leads for outbound department.   **# Relationship Manager – Religare Commodities Limited (Chennai –India).** ( From April 2010 to May 2011 )  **Nature of Job:**   * Making my Team Achieve the Daily, weekly and Monthly Targets given. * Identifying potential Consumers who are ready to invest and Trade in Commodity Market. * Successfully handling the corporate and HNI clients to trade in Huge Volumes. * Providing valuable Tips to the customer to trade on Daily Basis to Generate Revenue. * Update the customers about the Market trends on daily Basis and make them trade. * Need to Study US Market and Economical Activities. * Generating Revenue by making customer to trade maximum number of times. |
| **Educational Qualification**  **project**  **Strengths** | MBA(Finance & Marketing) Anna University 2010 70%  B.COM Madras University 2007 54%  A study on technical analysis of selected stocks in power sector at Religare Enterprises- Chennai.   * Excellent Communication skills. * Can handle any situation and persuasive by nature. * Team playing skills. * Flexibility and ability to accept changes positively. * Ability to bring new working methods for best results. |
| **achievement**  **Additional qualification**  **Personal Details**  **reference** | * Have Won Third Prize in Kho Kho State Championship. * Represented State Team, University Kho Kho team consecutively for three year. * Organized National level Symposium (MANDAMUS’09). * Diploma in Management Information System NIIT, Chennai * Typewriting lower passed * NISM - Mutual fund foundation certification   **Date of Birth -** 22.06.1986  **Marital Status -** Married  **Nationality -** Indian  **Father’s Name -** Murugesan  **Mother’s Name -** Jayavilsa  **Language Known -**  English, Tamil  **Address**  - 174/41 Mg Road, Kumaran Nagar,  Padi, Chennai -600050.  Upon Request |

**Declaration:**

I declare that all the above-mentioned information is true and correct.

**Place :** Dubai **M. Senthilvelan**

**Date :** 17-02-2016