

RESUME

BALAJI J

Mobile no: 9677604129

Email id:jbalag93@gmail.com

CAREER OBJECTIVE:

To build a career with a leading financial organisation and to work in a challenging and competitive environment which helps me to explore my capabilities and utilize my knowledge to it's potential for the growth of the organisation.

AREA OF INTEREST:

- Banking and Finance
- Banking Sales
- Banking Process

PROFESSIONAL EXPERIENCE:

Total 2 years experience

1 .Company: AVIS MERCURYCAR RENTALS PRIVATE LIMITED from July 28 2016 till December 31 2016 date (6 month)

Designation : RENTAL EXECUTIVE

Department: OPERATION

2. Company: FINCARE SMALL FINANCE BANK LIMITED from 16-May-2018 to -2020 still now working

Designation : OFFICER -RURAL MICRO LOANS

Department : RURAL BANKING

ROLES AND RESPONSIBILITIES:

- Seeking out new customers and sales opportunities for driving revenue.
- Build long term relationship with key contacts at target customer.
- Apply learning's and experience to sales processes.
- Manage the sales pipeline by probabilities to the services delivery arm.
- In-depth knowledge in Retail products like CASA, DEMAT, micro loans and collection, Retail Asset products.
- Very good exposure in various retail banking application like Omniscan and Eforms.
- Looking after the short term and long term funding requirements for business clients and individual customers
- Building relationships with high net worth individuals
- Answering and solving all type of financial and banking queries to the customer
- Providing advice on investment to various clients of different sectors.
- Handling customers queries face to face, over phone or via correspondence
- Marketing new financial products or services
- Conducted training sessions and provided training to new employee related to banking sales.

ACHIEVEMENTS:

- Achieved individual and branch target in the given stipulated time period
- Complete 100% collection & sales Star award certification.
- Bagged appreciation for supporting branch in revenue generation and by achieving more than the assigned target.

QUALIFICATION:

YEAR	DEGREE/BOARD	UNIVERSITY/SCHOOL	PERCENTAGE
2018	BBA	Periyar university institute of distance education (pride) salem	73%
2010	HSC	Government boys hr sec school Bhuvanagiri	64%
2008	SSLC	Rct Hr Sec school Chidambaram	69%

COMPUTER KNOWLEDGE:

- Ms Office
- Adobe Photoshop(Basic)
- Tally (Basic)
- Type writing (English)

PERSONAL DETAILS:

Name : BALAJI J
Father's name : JAYARAJ K
Date of Birth : 30-06-1993
Gender : Male
Marital Status : MARRIED
Linguistic Ability : Tamil,English
Nationality : INDIAN
Hobbies : Reading books and listening music and movies
Permanent Address : 44,Kavarapalaya street mel bhuvanagiri , Tamilnadu-608601

Declaration:

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

PLACE:

DATE:

BALAJI J