N. Suresh

# AL – 202, Door No: F4, Santosh Apartment, 14th Main Road,

Anna Nagar, Chennai - 600040

Email: [sureshn2585@gmail.com](mailto:rite2krish85@gmail.com)

Mob: +91-8248326358

PERSONAL SUMMARY  
  
A well presented, industrious and highly personable individual who has extensive in-depth experience of the entire banking industry. Possessing a huge range of abilities from providing support and leadership to junior staff right through to being able to successfully sell the money, credit and products of a bank. Able to gain the trust of customers by interacting with people from all backgrounds. Also having a proven record of contributing to the profitability of previous employers by generating income and revenue growth. And looking forward to a making a significant contribution to a financial institution that offers a genuine opportunity for progression.

CAREER HISTORY

**HDFC Bank Ltd**

**Manager E3 Band** – **Preferred Banking HNW**

Sep 2013 – Jan 2017

**Axis Bank Ltd**

**Assistant Manager – Wealth Manager**

July 2012 – Sep 2013

**Religare Securities Ltd**

**Deputy Manager**

January 2010 – June 2012

**Kotak Mahindra Bank Ltd, Chennai**

**Relationship Officer - Deputy Manager M2 Band**

November 2006 – December 2009

**Duties:**

 Ensuring the smooth running of basic banking transactions.

 looking after the short term and long term funding requirements of business clients and individual customers.

 Advising clients on mortgages and raising loans.

 Building relationships with high net worth individuals.

 Answering any financial and banking queries.

 Providing advice on investments.

 Maintaining a professional image at all times.

 Putting into effect new procedures and policies passed down from Head Office.

 Handling customer queries face to face, over the phone or via correspondence.

 Marketing new financial products or services.

 Analyzing financial reports.

 Advising companies on how to effectively use their money to grow their business.

 Presenting information clearly to customers, work colleagues and third parties.

 Representing the bank within the local community.

 Verifying customer data to detect and identify financial fraud.

 Opening new bank accounts for individuals and also companies.

**PROFESSIONAL EXPERIENCE**  
  
Banking competencies

* Thorough understanding of banking procedures.
* Knowledge of foreign currency.
* Profit & Loss management.
* Strategic planning.
* Presentation and sales skills.
* Knowledge of fund management.
* Good knowledge of finance and accounting.

Personal

* Dependable and truthful.
* Ability to keep calm under pressure.
* Self starter.
* Highly disciplined.
* Having the ability to work accurately.
* Attention to detail.
* Relationship management.
* Excellent negotiating skills.
* Comprehensive understanding of client confidentiality.
* Methodical and organized.
* Initiative and ingenuity.
* Ability to motivate subordinates.

KEY COMPETENCIES AND SKILLS  
  
Customer satisfaction  
Financial reporting  
Business processes  
Solution implementation  
Portfolio management  
Private banking  
Commercial banking  
Decision making  
Asset and liability management  
Online banking

ACADEMIC QUALIFICATIONS

* Master in Business Administration (Finance) from Madras University (Pursuing)
* Bachelor of Commerce from SRM College, Madras University, India, 2003-2006

**OTHER CERTIFICATIONS**

* AMFI
* IRDA
* NCFM

**Other Detail**

Computer Skills: Platforms MS DOS, MS Windows 98, 2000, Xp

Proficient and high levels of comfort with MS office

### Word, Excel & Power Point.

Sports: Playing Cricket

Interests: Avid interest in listening music & Driving

Mobility: Willing to work anywhere in India and abroad

Languages: Fluent in English & Native Tamil

**Personal Details**

Date of Birth 25/10/1985

Gender Male

Marital Status Married

Father B. Natarajan

Mother N Durga Rani (House wife)

Spouse Name G Sujatha (House Wife)

**declaration**

I hereby declare that all the particulars furnished above are true to the best of my knowledge.

REFERENCES - Available on request.

**Place : Chennai Suresh.N**