



RAMAMURTHY

CIVIL ENGINEER

ABOUT ME

Professional Civil Engineer Also Bank and NBFC Sales Executive. Involved in Sales and Marketing More than three years' Experience.

CONTACT ME

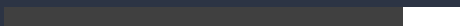
✉ ramamurthy0610@gmail.com

📞 8667570567

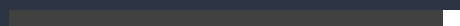
📍 Cuddalore, Pin 607105

SKILLS

Analytical



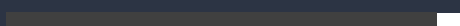
Good Communication



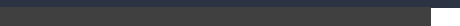
Interpersonal skills



Sales and Marketing



Social Media Advertising



Sales Presentation



WORK EXPERIENCE

Financial Service Consultant

Icici Prudential Life Insurance Ltd

06/2017 - 06/2018

CHENNAI

- Research and source potential clients and build long-term relationships with them
- Persuade prospective clients to engage in a phone conversation and/or meeting to discuss insurance products
- Advise clients on the insurance policies that best suit their needs
- Customize insurance programs to suit individual clients
- Deliver approved policies to new clients and explain benefits and risks of the policy
- Re-assess the policy needs of existing clients after life-changing events
- Fill-out and submit applications, issue quotes, maintain client records and prepare reports
- Keep abreast of industry and market trends and best practices

Relationship Officer

Fincare Small Finance Bank

06/2018 - 09/2018

PONDICHERRY

- Responsibility to achieve branch targets in current and saving accounts, fd, Insurance, gold loan.
- Responsibility to increase the Bank's profitability by cultivating new business relationships.
- Goal is to grow accounts profitability by maintaining a high service standards and compliance.
- Visit regularly in field to maintain and develop healthy relations with existing customer for getting referral business from them.
- Field direct sales and marketing banking products.
- Cold calling fix appointment visit customer place archive sales

Machine Operator

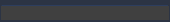
Adugs Production

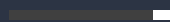
01/2019 - 01/2020


LATVIA / EUROPE

- Set up machines at the beginning of shift to ensure proper working order.
- Perform testing procedures to ensure that machines work optimally during the production procedures.
- Maintain and clean machines before and after each shift using appropriate means.
- Monitor machines during every procedure to ensure optimum running.
- Troubleshoot problems during machine operation.
- Perform random tests to ensure accuracy.
- Perform safety checks on every machine.
- Ensure that machines are producing quality products by managing periodic checks on output.

LANGUAGES

TAMIL 

ENGLISH 

RUSSIAN 

TECHNICAL SKILLS

AUTO CAD

MS EXCEL

MS OFFICE

HOBBIES

Intraday Trading

Chess play

Meditation

Customer Relationship Executive*TATA Capital Housing Finance Ltd**03/2020 - 03/2021**Pondicherry and cuddalore*

- Home loan and loan against property both sales and service
- Confirming an applicant's credit worthiness.
- Researching lenders to find the lowest rate possible for a loan.
- Evaluating an applicant's credit needs.
- Explaining repayment plans to customers.
- Maintaining effective communications with customers throughout the loan process.
- Involved in marketing campaigns to attract new mortgage loan applications.
- Verifying information to determine if a loan is an acceptable risk.
- Building up a quality network of business relationships.
- Filling in loan documentation and paperwork.
- Providing an array of financial services to individuals and small businesses.
- Negotiating loan terms and conditions with customers and lenders.
- Evaluating loan applications.
- Giving advice to clients who are experiencing financial problems and behind with their repayments.
- Working out loan payment schedules.
- Supervising the work of loan personnel.
- Recruiting connectors and agents guide prepare code

Freelancer*Dsa/Connector**03/2021 - CURRENT**PONDICHERRY AND CUDDALORE*

- Sales and marketing banking products personal loan, home loan, lap, gold loan, business loan, insurance, fixed deposit
- Helping all banks insurance nbfc lead generation lead conversion.
- Guide customers financial advisor.

EDUCATION**BE CIVIL (REGULAR/ FULL TIME)***ANNAMALAI UNIVERSITY**2013 - 2017 6.92 OGPA**CHIDAMBARAM***MASTER DIPLOMA IN CIVIL ENGINEERING DESIGN***VECTOR SOLUTION**PONDICHERRY**2017 PART TIME CERTIFICATE COURSE*

JUNIOR DIPLOMA IN COMPUTER APPLICATION

SRI P MUTHAIYAR HER SEC SCHOOL

PANRUTI

2007 PART TIME CERTIFICATE COURSE

SSLC

SRI P MUTHAIYAR HER SEC SCHOOL

PANRUTI

2010 – 2011 PASS 79%

HSC

DANISH MISSION HER SEC SCHOOL

NELLIKUPPAM

2012 – 2013 PASS 55.42%

ACHIEVEMENTS & EXTRACURRICULAIR ACTIVITIES

- Certificate of appreciation successfully completed the “**RISE TO SEL**” Certificate program for the period oct 2020 to dec 2020 TATA CAPITAL HOUSING FINANCE LTD.
- Assigned for election duty **NATIONAL SERVICE SCHEME** volunteer to assist the police personally for tamilnadu assembly election 2016. Member in NSS 2015 to 2017 annamalai university Chidambaram.
- Participated in NSS “youth leadership” camp program, chidambaram.
- Participated 10 days summer camp on art & painting conducted by ‘SWASICA’ at panruti.
- District level students’ chess tournament at cuddalore winner 2012

DECLARATION

- I hear by declare that all the information stated above is true to best of my knowledge and belief. I take the responsibility of any mistake in data if occur in future

Yours Truly

RAMAMURTHY