

CONTACT

SRIRAMRAGUNATH J

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OBJECTIVE

My passion being in the field of marketing and operations, I am seeking a career in the domain preferably in Corporate Banking environment. I am a very quick learner and always have an urge to learn new things. Possess good interpersonal, communication and managing skills

EXPERIENCE

01-05-2019 - Present

- **Kotak Mahindra Bank Ltd**

Senior Executive

Responsible for working closely with branch banking team and DSA for new customer addition. Also handle the existing mapped portfolio clients of around 30 clients with book size of 60 crore

Responsible for handling overall process from sourcing to disbursement. To monitor clients for SOH growth

Handling operations relating to collection and updation of stock statement, insurance, stock audit reports

Coordinate with other internal and external verticals to improve tat and efficiency of sanctioned credit facility

Prepare credit appraisal note for new clients and for enhancement of existing portfolio clients

08-05-2018 - 30-04-2019

- **Kotak Mahindra Bank Ltd**

Sales Executive

Assisting Relationship officer for post disbursement documentation for clients

To facilitate disbursement in coordination with legal, technical and credit teams

To coordinate and send MIS to internal teams

01-02-2017 - 30-03-2018

- **Shinago Constructions and Consulting**

Senior Business executive

Responsible for Sales and Social Media Marketing and handling employee grievances

To generate leads and convert them into prospective customers

Responsible for procurement of raw materials and ensure timely delivery to customers

03-01-2016 - 13-01-2017

- **TTK Services Pvt Ltd**

Management Trainee

Act as a spoc for clients and contact through email, phone or chat and gather their requirements

Responsible to analyze, plan, organize and work/delegate tasks to meet deadline and quality requirements

Handled more than 30 clients effectively generating monthly revenue of more than \$15000

EDUCATION

<i>2013 - 2015</i>	<ul style="list-style-type: none"> ◦ PSG Institute of Management, Coimbatore PGDM 6.8
<i>2008 - 2011</i>	<ul style="list-style-type: none"> ◦ RVS College of Arts & Science, Coimbatore B.Sc Information Technology 72%
<i>2006-2008</i>	<ul style="list-style-type: none"> ◦ GRD Matric Hr. Sec. School, Coimbatore Higher Secondary School 61%
<i>2005-2006</i>	<ul style="list-style-type: none"> ◦ Plato's Academy Matric Hr. Sec. School 10th standard 78%

SKILLS

- Sales and marketing
- Customer profile analysis
- Relationship building
- Loan structuring

PERSONAL DETAILS

- Date of Birth : 22/04/1991

REFERENCE

- **Sivanandam - "Kotak Mahindra Bank Ltd"**
Area Business Manager
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