**SYNOPSIS FROM BCC :-**

* **Graduate with good comm skills**
* **Having 10+ years of experience in Credit Card sales and P.L.**
* **Can sale minimum 15 Credit Card in a month and around 8 PL closure every month**
* **Age : 30 years; Having passport; Unmarried;**

**SOBAN BABU K**

**Mobile: +91-9087154321 / 9789882265**

**E-Mail: ksobanbabu@outlook.com**

**CAREER OBJECTIVE**

Seeking a career that is challenging and allowing to work on the leading areas of Banking and Financial Technology where I can learn and enhance my skills and strengths in conjunction with company’s goals and objectives.

**CERTIFICATIONS**

* **NISM -** A Mutual Fund Distributor Certification Examination.
* **IRDAI** - Certification Examination for Corporate Agents.

**ACHIEVEMENTS**

* **CASA (Acquisition)** points target **100%** achieved **110%**
* **MDAB** points target **1 core** achieved **150%**
* **IPG** points target **150%** achieved **125%**

**EXPERIENCE**

**Presently working with INDUSIND BANK Ltd (From 10 / March / 2021 to Till Date)**

**Designation: - Customer Services Manager / Deputy Manager – Broadway Branch**

**Role & Responsibilities:**

* Processing of customer instructions, outward Cheque and Records for Branch Audit purpose.
* Provides financial solutions to the customer by customizing Comprehensive Investment and Personalized Retirement plans.
* Handling of Bulk cash, Fee collection, Chest cash management and Reporting Fake Notes.
* Handling of day-to-day cash operations in line with RBI Clean Note Policy.
* Handling Teams Members to achieved Sales Target in our banking all product every month.
* Verifying Customers KYC policies on regular basis and Taking care of compliance.
* Set clear team goals, delegate tasks and set project deadlines.
* Monitor team performance and report on metrics.

**Worked with AXIS BANK Ltd. (From 08 / November / 2019 to 01 / March / 2021)**

**Designation: - Assistant Manager Sales - Korattur Branch**

**Role & Responsibilities:**

* Handling all new to Bank customers and pursue new business relationships by selling:
* Savings Accounts, Current Accounts, Term Deposits, Debit / Credit Cards, Loans.
* Internet Payment Gateway Products (Life Insurance / General Insurance / Mutual Fund / Retail Asset Products etc.
* Responsible for achieving monthly sales targets.
* To fulfil KYC & Compliance norms, Build relationships with key employees among customers.

Worked with **RAIN CEMENTS Ltd. (02 / May / 2018 to 04 / November / 2019**

**Designation: - Sr. Sales Officer.**

**Role & Responsibilities:**

* Handling all Small & Medium customers- North Region.
* Build relationships with key employees among customers.
* Schedule regular meetings with customers to ensure they are satisfied.
* Act as point of contact for complaints and escalate issues as appropriate.
* Handling the customer complaint & query via mail & phone.

**Worked with KAL PUBLISHTION Pvt Ltd. (02 / may / 2015 to 30 / April / 2018)**

**Designation: - Sr. Marketing Executive.**

**Job Profile & Responsibilities:**

* Heading BSFI, Retail, FMCG, New Client.
* Analysis the serviceable location, for the new client for Print Media.
* Discusses with the client’s new campaign.
* Good customer relationship.

**Worked with DOLLAR BISCUIT COMPANY Pvt Ltd. (10 / August / 2012 to 30 / March / 2015)**

**Designation: - Production Officer.**

**Job Profile & Responsibilities:**

* Coordinate with mixing, packing, Production planning
* Increase the productivity by effective utilization of man and machine power.
* It is the point where a control measure can be used to prevent or eliminate
* A food safety hazard or to reduce it to an acceptable level, OPRP, CCP, FSSAI, ISO
* Control the defective generation and dough wastage, Packing Batch coding, biscuit colour, size & shape.
* Hands on experience in Laminators Vertical & Horizontal, Gauge rollers, Cutters, Oil Dipping & oven etc,
* To maintenance all machinery & factory development**.**

**QUALIFICATION**

* BE Anna University SKR ENGINEERING COLLEGE 61% (2008 - 2012)
* HSC State Board THE MUTHIALPET HR SEC SCHOOL 60% (2007 - 2008)
* SSLC State Board THE MUTHIALPET HR SEC SCHOOL 55% (2005 - 2006)

**SKILLS & STRENGTH**

* Good Communication skill.
* Efficient Management and Leadership ability.
* Basic Application **AUTOCAD, SOLID, WORKS and ANSYS.**
* Well versed with the usage of **Computer and Microsoft office tools, Internet & email**.
* Good Time Management to finish the work scheduled on time.
* Creative and open to new ideas.
* Self-confident and Self-disciplined.
* Have positive attitude and Honesty.

## PERSONAL DETAILS

* Father Name : KRISHNAKANT
* Date of Birth : 22/August /1989
* Gender : Male
* Blood Group : B+
* Marital Status : Single
* Religion : Hindu
* Nationality : Indian
* Postal Address : No 40/158, Portuguese Church Street, George Town,

Near Stanley Hospital, Chennai, Tamil Nadu – 600001.

**DECLARATION**

I hereby declare that the above-mentioned statements made by me are true and correct to the best of my knowledge.

**Place : Chennai**. **Yours sincerely**

**Date :** 20.01.2022

**(SOBANBABU K)**