




Surendra N

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 Bengaluru

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Objective

Seeking to leverage my experience as a Senior Relationship Manager to drive sales growth, deepen client relationships, and contribute to the success of a forward-thinking financial organization.

Professional Experience

PIRAMAL FINANCE LTD <i>Senior Relationship Manager</i>	Apr 2022 – present Bengaluru, India
ADITYA BIRLA HOUSING FINANCE LTD <i>Senior Relationship Officer</i>	Oct 2021 – Apr 2022 Bengaluru, India
AADHAR HOUSING FINANCE LTD <i>Sales executive</i>	Nov 2020 – Oct 2021 Bengaluru, India

Professional Skills

- Home Loan Sales
- Lead Generation & Conversion
- Client Relationship Management
- Credit Analysis & Documentation
- Team Collaboration & Decision Making
- Communication & Presentation Skills
- MIS Reporting
- Competitor Analysis Target Oriented Sales Approach Negotiation

Awards

Kaun Banega Superstar Contest <i>MD,CEO</i> Recognized for outstanding performance in the Kaun Banega Superstar Contest at Piramal Capital and Housing Finance Ltd. Q4-FY 2024(Domestic Trip to Rajasthan)	2024
Shikhar Contest <i>MD,CEO,CBO</i> Received the Shikhar Award from the MD & CEO of Piramal Capital and Housing Finance Ltd. in recognition of exceptional performance and top business achievement during the contest period . Q2-FY 2022(Domestic Trip) Q2-FY 2023(Domestic Trip)	2023

Certificates

Champions Club Member, Piramal Finance Ltd.

Recognized from Zonal sale manager and Geo sale manager for consistent **High business achievement**.

Q2 -Q4 FY 2022 As Diamond and Platinum member

Q3- Q4 FY 2023 As Gold and Diamond member

Q3-FY 2024 As Gold member

Unnati Recognition

Granted **Annual Fixed Pay Increment** under the Unnati Program by **Head of HR** in recognition of consistent performance and dedication to company growth.

Education

GFGC, KR Puram <i>Bachelor Of Commerce</i>	2017 – 2020 Bengaluru, India
Government PU College, KR Puram <i>PUC</i>	2015 – 2017 Bengaluru, India
Government High School, KR Puram <i>SSLC</i>	2015 Bengaluru, India

Personal Details

Father's Name : Nanjundappa H

Mother's Name : Manjula M

Permanent Address : KR Puram, Bengaluru, Karnataka

Date of Birth : 25 Oct 1999

Marital status : Single

Languages

- Kannada . English
- Telugu . Hindi
- Tamil

Personal Interests

- Networking & Meeting New People
- Fitness Enthusiast
- Traveling & Exploring

Declaration

I affirm that the information provided above is accurate and complete to the best of my knowledge.
I am committed to upholding integrity and professionalism in all aspects of my work.