

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 Senior Relationship Manager	Apr 2022 – present Bengaluru, India
ADITYA BIRLA HOUSING FINANCE LTD Senior Relationship Officer	Oct 2021 – Apr 2022 Bengaluru, India
AADHAR HOUSING FINANCE LTD Sales executive	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 MD,CEO	2024
Recognized for outstanding performance in the Kaun Banega Superstar Contest at Piramal Capital and Housing Finance Ltd. Q4-FY 2024(Domestic Trip to Rajasthan)	
Shikhar Contest MD,CEO,CBO	2023
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)	

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

Bachelor Of Commerce

2017 – 2020

Bengaluru, India

Government PU College, KR Puram

PUC

2015 – 2017

Bengaluru, India

Government High School, KR Puram

SSLC

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.