Evaluation Warning: The document was created with Spire.Doc for Python.

RESUME

B. RAVI XXX

11-2-100 to102/a,

Mylargadda, Phone : XXX

Secunderbad. Email: [XXX.183@gmail.com](mailto:XXX.183@gmail.com)

**CAREER OBJECTIVE:**

To be associated with a fast growing and reputed customer service oriented Company where I can utilize my skills at best.

**PERSONAL SUMMARY**

An experienced banking professional with a solid track record within outbound business. Possessing a strong commercial acumen and having a proven track record in closing deals regarding car loans. Having a in depth understanding the importance of customer service and recognizing the need to balance profitable growth with customer satisfaction.

**WORK EXPERIENCE:**

**TATA DOCOMO with following agencies:**

**-VIR TECHNOLOGIES** from 20 October 2010 to 11 June 2015 as a Sales Executive.

**-ADECCO FLEXIONE WORK FORCE SOLUTION PVT LTD** from 10 October 2008 to 17 October 2010 as Merchandise.

RESPONSIBILITIES

* Selling a range of products and services, to both new and existing clients.
* Conveying technical information to customers.
* Closing sales and making plans to gain repeat business.
* Attending tradeshows & industry events.
* Performing administrative duties.
* Using the latest sales software.
* Booking appointments for sales representatives to visit potential customers.
* Maximizing every sales enquiry.

**KOTAK MAHINDRA PRIME LTD as Associate from 12 June 2015 to Feb 15 2017**.

RESPONSIBILITIES

* + Meeting clients and sourcing files
  + Relationship with dealers &amp; DSA
  + KYC verification
  + Achieving monthly budgets
  + Coordinating teams &amp; promotional activities
  + RTO works for hypothecation

**TATA CAPITAL as Customer relationship Executive From 20 Feb 2017 to Oct 15,2018**

RESPONSIBILITIES

* + Meeting clients and sourcing files
  + Relationship with dealers &amp; DSA
  + KYC verification
  + Achieving monthly budgets
  + Coordinating teams &amp; promotional activities
  + RTO works for hypothecation

**IDFC (Capital Plus) as Customer relationship Executive From 4 Dec 2018 to Till Date**

RESPONSIBILITIES

* Handle DSE Channels

**ACADEMIC QUALIFICATIONS:**

B.Com -Shobhit University.

S.S.C - Mother Theresa School, Hyderabad, 2001.

**PERSONAL SKILLS**

Highly motivated excellent communicator

Target orientated Competitive Confident personality

Good communication skills

Ability to grasp new concepts quickly.

Self-motivated.

Adaptive to new environments

**COMPUTER SKILLS:**

Fundamental

Ms Office

**PERSONAL INFORMATION:**

Father Name **:** Late B.Anjaiah

Date of Birth **:** 11 Dec 1984

Nationality **:** Indian.

Marital Status **:**  Single.

Languages Known **:**  English, Hindi & Telugu.

Hobbies **:** Listening to music, surfing the net

**DECLARATION:**

I hereby declare that the information furnished above is true to the best of my knowledge.

**Place:**

**Date:**

**(B.Ravi XXX)**