

THIYAGARAJAN . D

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PROFILE :-

- Banking and Sales professional through my work experience of 4.5 years.
- Experienced in Retail Assets handling various Products like Personal loan , Business loan , home loans and All the Loans Documentation Processing.
- Experienced in Banking Liability Various Products Current Accounts , Saving Accounts and Corporate Salary Account in Different Verience.
- Including Customer Sales and Service , cross selling Products Life Insurance , and collection of Document Processing.
- To Developed Good Relationship and Communication with Customers and fulfill they needs.

PROFESSIONAL EXPERIENCE:

IDFC First bank ltd, March 2021 To Till Date

❖ Senior Bank Officer – Retail Liabilits (Saving Account)

- Retail Banking features of mulitple products – Current and Saving Accounts , Insurance , and Invetment and securities.
- Achieving the Retail Liabilities Monthly Targets , cross selling engagement products like Welth management , Assets loans, Trade Forex.
- Sales to be Cold Calling, open Market Sales, Existing Customer Reference.
- Maintain the Quality of Customer Portfolio, Retaining Existing Customoes.
Onboarding New To Bank Customoes.
- Managing Marketing Activities for Acquisition , and Timely Resolution of customer complaints.

KOTAK MAHINDRA BANK LTD, July 2020 to Dec 2020

❖ Assistant Sales Manager – Retail Liabilits (CASA)

- Increased revenue, cultivating client relations to develop new customer account in CASA.
- Cross-sell the additional products of Life Insurance and General Insurance and services to purchasing customers.
- Co-ordinating With Manager and Teams To Developed the Banking Revenue , Loans and Investments.
- To creating the customer Reletionship of banking services and sales.
- Responsible for all the Service and customer Requirement of business banking.
- Segregating the customers files and collection of Documents send to the operation teams and the manager.

HDFC BANK LTD, (HDB Financial Services ltd) July 2018 to July 2020

❖ Sales Executive – Retail Assets (PL & BL)

- Handing Assets Products of loans.
- Contact potential Client to promote the products and services such as Personal loan, Business loan , and self Employee Professional loan.etc,
- Managed relationships with customers through consultative sales Techniques to Attain individual sales goals.
- Created forecasts of opportunities and documented all followup communication.
- Streamlined operational efficiencies, tracking weekly sales to develop senior leadership reports for corrective action planning.
- Reached out to customers to set up appointments, check on satisfaction and suggest additional offerings.

R K Cottons (Garments and Textiles) May 2016 To April 2018.

❖ Logistics Assistant – (Export Documentation)

- Handling in Export Documentation of Shipment good,
- Responsible for all the Goods Delivery to Reach the Shipment boarding Points.
- To Preparing the Documents of Bill Of Exchange , Invoice and packing list of the goods.
- Planning and Delivered the goods on time to the party, and Transportation Billing and Clearance of the finished goods.
- Smooth Handling of the Various escalations received from the Customers.

Area of Experience

- ✓ New Lead Generation
- ✓ Retail banking Sales and Operation
- ✓ Retail Asset sourcing
- ✓ Customer Support & relationship management
- ✓ CASA Value
- ✓ Loans and services.
- ✓ Documentation Process.

Key Deliverables

- ✓ Organized and Prepared the Daily Sales and Service Reports.
- ✓ Contacting 20 customer Per day for service support and selling various banking products.
- ✓ Meeting 10 customers Daily Basis for business development.
- ✓ Participate in sales and marketing Activities.
- ✓ Increasing CASA Value through mapped books.
- ✓ Promote New and additional banking Products to Existing and New Customers.
- ✓ Building and maintaining healthy Business relationship with Retail and HNI clients.

Academic Details

2015 - MBA (Finance & Marketing) In SVS Institute of Management Studies, Coimbatore.

2013 - BBM in Bishop Appasamy College Of Arts And Science, Coimbatore.

Language known

Language	Speak	Read	Write
English	0	0	0
Tamil	0	0	0

Declaration:

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

Date :

Signature

Place :

(Thiagarajan . D)