

## **OBJECTIVES**

Aspiring to work in a progressive organization where I would get an opportunity to play a role in proving myself in sales and grow.

## **SKILLS**

- Leadership Development
- Problem-solving aptitude
- Team building
- Work Coordination
- Multitasking
- Self-Motivation
- Adaptability and Flexibility

## **EXPERIENCES**

### **Area Head | Axis Finance Limited | PL & BL**

#### ***Tamil Nadu, IN | Oct 2021-Current***

- Handled RoTN with 10 members team from Jan 2023 - Mar 2024 and ranked 1 for the FY 23-24 (Emerging Market).
- Now taking care of Chennai and outskirts.
- Recruited as PL Sales Manager and promoted as Area Sales Head due to consistent performance and Pan India topper.
- Conducted regular meetings with team members to review progress on goals and objectives.
- Recruited, trained, coached, mentored, and appraised staff members responsible for sales activities in assigned region.
- Monitored competitive activity within the marketplace and communicated findings internally.

### **Sales Manager | Kotak Mahindra Bank | PL**

#### ***Chennai, IN | Jun 2020 - Sep 2021***

- Handled entire Chennai DSA's as Sales manager with 16 members team.
- Introduced Top gun awards during 2020-2021 Q3 and achieved as Topper for consecutive quarters Q3 & Q4.
- No delinquencies and clear policy awareness between team members and DSA agencies.

### **Relationship Manager | Indiabulls Consumer Finance Ltd | PL & BL**

#### ***Chennai, IN | Feb 2018 - May 2020***

- Handled App based PL and BL with 10 members team and achieving team target with ease
- PAN India topper (Metro) since the product launched (Dhani – Biz).
- Handled entire TN regions for App based PL and BL.
- DSA handling (Offline PL) and connectors handling (Online PL)

**Sales Coordinator | Capital First Limited | PL**

***Chennai, IN | Sep 2015-Jan 2018***

- As a co-ordinator for TN for login to disbursement and MIS services.
- Highest in PAN india for FTR for all the months.
- Raise approvals to credit with mitigates.

**Supervisor | Akiko Business Consultants India Private Limited**

***Chennai, IN | Sep 2011-Aug 2015***

- Akiko Business Consultants was a part of Gradatim IT Ventures and due to some reasons Akiko get separated from Gradatim and started their own operations by September 2011
- As a Team Leader handled 20 members team and worked for Australian based projects
- Index required fields as per client requirements for Scanned Invoices, Purchase Orders, Utility bills & Delivery receipts.
- Based on OCR technology and with implementations the manpower requirement reduced more than 50%

**Supervisor | Gradatim IT Ventures India Private Limited**

***Chennai, IN | Apr 2007-Aug 2011***

- Conversation with clients about the project and their requirements.
- Manpower requirement analysis.
- Defining the process flow for the each projects.
- Verifying the process flow and simplify.

**OTHERS**

- Diploma in Executive Secretaryship.
- Typewriting - Distinction

**PERSONAL DETAILS**

|                                   |  |
|-----------------------------------|--|
| Date of Birth                     | 15-May-1987  |
| Nationality/Martial status/Native | Indian/Married/Chennai   |
| Aadhar Number                     | XXXXXXXXX3089  |
| PAN                               | ANPPN1956Q   |
| Current Address                   | # 5/2 Balamman Koil st, villivakkam, Chennai 600049.   |
| Permanent Address                 | # 15/6, 1 <sup>st</sup> Floor, Riyaa Homes, Sri Balaji Nagar, Rakkialayam, NSNpalayam 641031 |

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**HIGHLIGHTS**

- **Attended** various Sports meet held by school level
- **Entitlement** - Achieved winner in Kabadi & Histrionics.
- **Being Unique** in each and every field.
- **I am** innovative & creative in nature.
- **Always** following good discipline and corporate culture in all engagements

I hereby declare all the above information is true to the best of my knowledge, eagerly looking for long term opportunity to explore and experience the technology.

Narayanan K  
Place: Chennai