

## **D K NARASIMHAN**

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**Date of Birth : 10<sup>th</sup> November 1968.**

### **Summary of Accomplishments**

- ✓ From 23<sup>rd</sup> December 2019 till date working as Deputy Manager in the role of a Team Leader for Magma Fincorp Limited handling their NPA portfolio for Trichy, Madurai, Salem and Coimbatore areas in TamilNadu based out of Trichy
- ✓ Till 9<sup>th</sup> November 2019, worked as Manager – Revenue Assurance & Credit Control, in Edusmart Services Pvt. Limited, which is a pioneer in Digital Education in our Country looking after Collections of receivables from the written off cases and bad debts of this organization, covering Southern & Central Districts of Tamilnadu and Kerala, based out of Trichy since 26<sup>th</sup> August 2015.
- ✓ Till 25<sup>th</sup> August 2015, worked as Area Collections Head – Tamilnadu & Kerala in the Gold Loans Division of India Infoline Finance Limited, based out of Trichy since 2<sup>nd</sup> July 2014.
- ✓ Till 16<sup>th</sup> May, 2014 was heading the Sales Team, in a Trichy based Realtor firm, which is currently developing a Satellite Township near Trichy, which is promoted by one of the directors of a leading Media of Southern India and handling a team of 14 members since May 2011.
- ✓ Till 5<sup>th</sup> May 2011, worked as Development Manager in ICICI Prudential Life Insurance Company Limited for a period of one year, since May 2010 attached to their Trichy Branch managing a team of 16 dedicated advisors.
- ✓ Had been a LBA for Reliance Communications PCO Division with an office based at Musiri and covering the Musiri territory in Trichy Rural District from September 2008 till April 2010.
- ✓ Also owned, from February 2009 till April 2010, the Distribution Agency for SMASH Under Garments, a product from the Royal Classic Group, Tirupur, manufacturers of Classic Polo T Shirts and Trousers, for Trichy, Thanjavur, Pudukottai, Tiruvarur, Nagapattinam, Karur, Perambalur and Ariyalur Districts.
- ✓ Previously, for a period of 18 years, I had served in the capacity of Branch Manager, as a Profit Centre head, in Non Banking Financial Companies, with excellent man management, Communication and analytical skills, apart from having acquired the necessary knowledge about Loan Disbursement procedures, the necessary knowledge of the legal implications pertaining to Collections portfolio, for various products in the automobile industry.
- ✓ Worked in Madurai, Trichy, Chennai, Pondicherry and Salem areas in TamilNadu in the same industry, of which I have spent around 14 years in Trichy, and also having born and brought up in Trichy City.

### **Personal Skills**

- Ability to learn new things faster
- Team handling and motivating capacity
- Ability to manage multiple tasks in a pressured environment and detail oriented.
- Possessing excellent communication and negotiation skills and dependability in handling confidential matters
- Sincerity and dedication in executing assigned works and loyalty to the institution.

- Willingness to delegate authority and knowing what to delegate to whom and when
- Willingness to travel extensively and ability to work for long hours
- Possessing excellent customer relationship skills

## **Educational Qualification**

**B Sc Degree in Geology passed in the year 1989 with a University Rank from Bharathidasan University, Trichy**  
**MBA Part Time – Course Completed with last two papers not cleared yet.**

## **Previous employment details**

- Currently working in the role of a Team Leader in the 90+ Collections team, with a designation of a Deputy Manager in **Magma Fincorp Limited** handling the NPA portfolio consisting of Cars, Commercial Vehicles, Construction Equipments, Used Cars, Used Commercial vehicles, of Rest of TN area comprising of Trichy, Madurai, Salem and Coimbatore areas with a field strength of 10 members reporting to me. Apart from handling Collections from these customers, I also handle the Legal processes for Execution of Warrants against the defaulting customers and achieving the Resolutions through Execution of Arbitration Awards since 23<sup>rd</sup> December 2019 till date.
- Till 9<sup>th</sup> November 2019, I handled the Revenue Assurance & Credit Control department, of **Edusmart Services Pvt. Ltd., & Educomp Solutions Limited**, wherein I assure that the Institutions, which are in the category of having to fight out Legal proceedings due to their default in remittances payable to the Company, to come for amicable settlement with the Company, in the State of Kerala, as well as the Central and Southern Districts of Tamil Nadu, since the 26<sup>th</sup> of August 2015.
- Till 25<sup>th</sup> August 2015, I was handling the Gold Loans Collections as Area Collections Head – Tamilnadu & Kerala, handling a total team of 16 members in two states and a huge portfolio of around 100000 customers, in **India Infoline Finance Limited**, based out of Trichy from 2<sup>nd</sup> July 2014.
- Till 16<sup>th</sup> May 2014, worked as Sales Head in **Malar Properties Pvt. Ltd., Trichy**, which is a leading Realtor firm in Trichy developing a Satellite Township near Trichy, promoted by one of Directors of a leading Media from Southern India, managing a team of 14 members, prior to this present Sales assignment, I was in charge of Customer Care, Legal & Documentation, Loan Processing, apart from Receivables Management, wherein I was instrumental in getting the project approval for our project from nationalized, private banks, and private finance companies.
- Worked as Development Manager, at **ICICI Prudential Life Insurance Company Limited** in their Trichy Branch managing a dedicated team of 16 advisors for a period of one year, **since May 2010** maintaining very good performance levels
- In the meantime from **September 2008 to April 2010** I had taken up a **Business Associate franchisee** with **Reliance Communications PCO Division**, for Musiri in Trichy Rural District and had also an experience of running a Business Unit on my own to improve the presence of Reliance PCO in the neighboring rural areas of Musiri Taluk
- During the period between **February 2009 and April 2010** I also took up the Distribution Assignment of **Smash Undergarments with Classic Polo Company**, Tirupur wherein I had got the personal experience of a Supply Chain Management activity for the Central Districts of Tamilnadu having my office in Trichy
- Worked as Branch Head, at **Magma Shrachi Finance Limited**, Trichy taking care of the Commercial Vehicles business in their office apart from handing the operations of the Branch, from January end 2008 till end of August 2008. Being the Branch Head I was in charge for the achievement of the Collection efficiency of the total branch
- Worked as Manager Passenger Car Sales in **Salem Branch** since June 2007 till January 2008 at **TML Financial Services Limited**, which is the financial services arm of **Tata Motors Limited** under the Brand Name **Tata Motor Finance** prior to which worked as Branch Manager, **Trichy**, since **September 2000**, prior to which I was the Branch Manager of the **Pondicherry Branch** for a period of 13 months from **July 1999 to August 2000** and prior to which I had worked for the same company at their **Chennai**

**Office as Assistant Manager Marketing since April 1999.** The responsibilities held were Marketing, Collections and Channel partners' management and covering a seven districts territory. In the total 9 years, being the Branch Head I was in charge of maintaining the Collection efficiency of the total Branch.

- Worked as Assistant Manager Truck Finance in **Apple Credit Corporation Limited, Trichy** from **August 1994 to March 1999** where in I was taking care of Marketing and Collections
- Worked as Branch In Charge at **Ashok Leyland Finance Limited**, in Madurai and Trichy since **December 1989 to July 1994** where in I was handling both Car and Truck Finance and also Fixed Deposits of the Company.

#### **Additional Information**

<b>Sex</b>	Male
<b>Marital status</b>	Married
<b>Nationality</b>	Indian
<b>Locational Preference</b>	Anywhere in Tamilnadu, if possible in Trichy
<b>Permanent Address</b>	Flat No. 308, Block III Shri Vijaya Rengam Apartments, 24, Veereswaram Approach Road, Manghalam Estates, Royartope, Srirangam, Trichy – 620006 Mobile: 09585523436/9080594500
<b>Latest Salary details</b>	<b>Rs. 8.70 lakhs per annum</b>
<b>Salary Expected</b>	<b>Rs. 10.88 lakhs per annum</b>
<b>Reference</b>	1 MR S BALACHANDRAN, M. Com, M L, MBA, FCA Professor, Department of Management Studies, SASTRA University, Vallam Campus, Thanjavur Mobile 9442359192 2 MR CHOPPAVARAPPU LENIN BABU State Head – Collections RBL Bank Limited, Chennai, Mobile 9176661101
<b>Languages known</b>	<b>Speak : Tamil, English, Hindi, Malayalam</b> <b>Read and Write : Tamil, English, Hindi</b>
<b>Signature</b>	

**Place : Trichy**

**Date : 11<sup>th</sup> April 2021**

