

RAJESH C V G
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To work with an organization of repute for the attainment of its established objectives in synchronization with my professional objectives to fruitful career.

SYNOPSIS

- ❖ An incisive professional with **nearly 16 years** of experience in Collections, Sales, and Market Research.
- ❖ Exceptional communication abilities to cut across the organizational levels and accomplish targets.
- ❖ Providing a healthy environment to bigger teams for enabling high performance/ growth.
- ❖ Hard working and career focussed

PROFESSIONAL EXPERIENCE

POONAWALLA FINCORP (Formerly MAGMA FINCORP LTD)	As	STATE	HEAD
Aug 2018 to Till day			

- ❖ Handling Recovery collection for south Kerala
- ❖ Handling 5 Team leaders with 34 Executive
- ❖ Driving Recovery Collection Activities 30+
- ❖ Achieving the collection target through a team
- ❖ Recruitment and Training of Team leaders and Collection Executives
- ❖ Monitoring all legal activity
- ❖ Driving Repo agencies

MAGMA FINCORP LTD As Deputy Manager	DEC 2015 To 2018 Aug
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- ❖ Handling 7 Field executive
- ❖ Driving Recovery Collection Activities 90+
- ❖ Achieving the collection target through a team
- ❖ Recruitment and Training of Collection Executives
- ❖ Monitoring all legal activity
- ❖ Driving Repo agencies

MF PROCESS

FEB 2014□ To 2015 Dec

- ❖ Driving Recovery Collection Activities (180 to 730)

TR Associates

Jan □09 □ Till Jan 2014

Working Partner:

- ❖ Field Collection for HSBC and ICICI Bank
- ❖ Driving Recovery Collection Activities for Airtel and Idea Mobile Communications
- ❖ Achieving the collection target through a team of FSE□s
- ❖ Recruitment and Training of Collection Executives
- ❖ Conducting Lok Adalath for Recovery Old Debt

Blue Line Consultancy

Jan '07 □ Dec '09

Working Partner :

- ❖ Driving Recovery Collection Activities for Airtel and Idea Mobile Communications
- ❖ Achieving the collection target through a team of FSE□s
- ❖ Recruitment and Training of Collection Executives
- ❖ Guiding of CRO who struggles with market issues
- ❖ Conducting Lok Adalath for Recovery Old Debt

Achievements:

- ❖ Certificate of appreciation from Kooundinya P S R for achieving the highest recovery collection in the month of September 2007
 - ❖ Awarded as the Recovery Agency for the month of March 2008 of South

Software Handling :-

- ❖ ICRM (Oracle based Software used for customer management)
- ❖ POS (Software for Payment Posting and Reversals)
- ❖ Lotus notes (Online Communication)

M P Global Link India (P) Ltd

Organisation: Conducting market research for various organisations including Airtel for their various Products and Process

Career Path:

Executive in Charge □ Kerala Region

Jan □05 □ 2006

The responsibilities includes recruitments and training of Field Executives, Over all administration of hub location including budget control, Ensuring the completion of field activities with the turn around time Quality Check of the field reports and Reporting to Head Office

Harish Consultancy Services

Dec □2000 □ Dec '04

Joined as a filed collection executive in Dec 2000 and elevated as Agency Manager in 2004

- ❖ Field collection of Corporate Accounts for Idea Mobile Communication
- ❖ Field Collection for HSBC Bank
- ❖ Customer address verification for Idea Mobile Communications
- ❖ Documents Pick Up from Post Paid Channel Partners and Distributors
- ❖ Controlling petty cash and admin of Filed Executives working for Idea
- ❖ Achieving monthly collection targets
- ❖ Keeping a cordial relationship with Accounts/Key persons of Corporate to ensure the bills are paid with in due date
- ❖ Dispute redresses of Corporate Company Paid Accounts with the help of Idea Collection Head
- ❖ Work along with CRO who struggles with market issues

Achievements:

- ❖ Certificate of appreciation from Manoj John for Best Due Date Collection Performance in March 2003 for achieving 110% collection against billing
- ❖ HCS was rated as the No 1 agency among all other agencies of Kerala in Customer AV

Gallup MBA □ Market Research for IMRB
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1996 □ Nov 2000

- ❖ Filed visit to Customers at their residence to fill up the questionnaire provided by

- ❖ Collation the research data for Trivandrum Zone

Education Qualifications

- ❖ B.A- from Madurai Kamaraj University
- ❖ Languages known □ Malayalam, Tamil, English, Hindi

PERSONAL VITAE

PERSONAL DETAILS

Father's Name	:	C.VENUGOPAL
Date Of Birth	:	11/5/1974
Sex	:	Male
Nationality	:	Indian
Religion	:	HINDU
Caste	:	SAIVA VELLALA
Marital Status	:	MARIED

REFERENCE

Mr. Aneesh Kumar
Sr Manager(State Head Recovery)
Magma Fincorp Ltd
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D P Rao
Zonal Manager
Magma Fincorp Ltd
Hyderabad
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RAJESH>C.V.G

07/11/2019