

SATHEESWARAN. A.

COIMBATORE – 641 041

3, IIND STREET,
CHINMAYA NAGAR,

MOBILE : 9944446262
Satheesh11@rediff.com

CAREER OBJECTIVE

Intend to build a career with leading corporate of hi-tech environment, which will help me to explore myself and realize my potential. An opportunity to employ my abilities in delivering better products and services and contribute to organizational success would be what I always look forward to.

ACADEMIC PROFILE

- ☐ Qualification : M.B.A. – Marketing Management
University : Annamalai University
Period : 2013
Performance : First Class
- ☐ Qualification : B.SC (Maths)
University : Madras University
Period : 1989
Performance : Second Class
- ☐ Qualification : Higher Secondary
Board : State Board
Period : 1986
Performance : First Class
- ☐ Qualification : S.S.L.C.
University : State Board
Period : 1984
Performance : First Class

TECHNICAL PROFICIENCY

- ☐ JAIIB from Indian Institute Of Banking & Finance in 2006.
- ☐ Diploma in Computer Applications from BDPS, Chennai in 1989.
- ☐ Participated in ALMA MATER SALES SEMINAR
- ☐ Technical Examination – English & Tamil Higher Grade

COMPUTER SKILLS

☐ MS-Office , Internet Explorer

WORK EXPERIENCE

☐ MAGMA FINCORP LTD (MAR-2019 – TILL DATE)

On March 2019, I have joined in Magma as a **Manager in Business department** and taken care of New Products of LCV, SCV, CE and TRACTORS and all the products of Used vehicles. I have covered areas of Tiruppur, Pollachi, Udumalpet and Mettupalayam.

JOB RESPONSIBILITIES:

- Main Focus on USED VEHICLES by appointing DSAs
- New vehicle funded only on LCV, SCV and JCB
- New car segment only Maruti Products
- Taking care of Maintaining branch Portfolio in collection aspect.
- Taking special care of review in Early delinquent and Infant delinquent accounts.

Due to Covid reason, Magma Stopped business and from JULY 2020 onwards I have promoted as Team Leader for collection Vertical and taking care of Coimbatore, Trichy and Pondicherry

☐ IKF FINANCE LTD (Dec 2016 – April 2018)

On DECEMBER 2016 joined IKF Finance as a AREA MANAGER then promoted as a **CLUSTER HEAD** in the month of March 2017. I have taken care of the products Used Commercial vehicle, Cars and Construction Vehicles for the Branches Coimbatore, Salem, Trichy, Kumbakonam, Madurai and Tirunelveli Branches. I have opened newly two branches – Erode and Thanjavur in June 2017.

From SEPTEMBER 2017 onwards to focus more on Coimbatore region, Areas are re-aligned and I have taken care of Coimbatore, Pollachi, Mettupalayam, Tiruppur, Erode, Sankari and Salem

JOB RESPONSIBILITIES:

- Training and motivating sales executives to develop business.
- Handled 41 employees both Business and collection.
- Gathered knowledge of all competitors program and ensured effectiveness of product.
- Responsible for Maintained work according to company policies and programs.
- Responsible for New policies amended by the company.
- Conduct Training to the sales executives to Branch Managers.
- Ensured achievement of all sales goals.
- Frequent visits to Branch, meeting Channel Partners/ DSAs to develop business activity
- Identifying Non Performing Assets
- Taking care of Maintaining branch Portfolio in collection aspect.
- Taking special care of review in Early delinquent and Infant delinquent accounts
- Taking care of selling repo assets.

□ HDB FINANCIAL SERVICES LTD (2011-2016)

From FEBRUARY 2011 onwards worked as a **TERRITORY MANAGER** – Commercial vehicle for Coimbatore Branch

From APRIL 2012 onwards elevated as a **AREA SALES MANAGER** – Commercial vehicle for Coimbatore Branch which covers area of Coimbatore, Tiruppur, Kangayam, Erode, Anthiyur, Pollachi, Udumalpet and Mettupalayam.

JOB RESPONSIBILITIES:

- Identifying New Opportunities for Existing & New Business Line.
- Developing and Implementing Strategies against competition.
- Relationship Management with Dealers, IRATE customers
- Training of Sub Ordinates & Motivating the Team
- Review of their performance
- Customer service to the Branch
- Big Lending Ticket corporate Proposals
- Developing & Implementing systems to ensure collection norms are met.
- Ensuring Specific Parameters on Portfolio Health
- Problem solving
- Resolving Non Performance assets

□ INDIA BULLS FINANCIAL SERVICES LTD(2007-2011)

From MAY 2007 onwards worked as a BRANCH SALES MANAGER – Commercial Vehicle for Coimbatore Branch which covers area of Coimbatore, Tiruppur, Erode, Mettupalayam, Ooty, Pollachi and Udumalpet.

JOB RESPONSIBILITIES:

- Preparing CAM (Credit Assessment Memo) and CAP (Credit Application Processing).
- Verifying customer stability, ability for giving loan.
- Maintained good working relations with all dealers and clients.
- Handling dealer payments and product delivery from Dealer.
- Administered and completed all customer needs and complaints.

□ MUTHOOT BANKERS: (JAN-2007 to APRIL-2007)

From JAN 2007 working as a AREA DEVELOPMENT MANAGER handling 20 branches of THENI REGION which covers Theni, Periyakulam, Batalagundu, Ottanchatiram, Dindugal, Vedachenthur, Usilampatti, Andipatti, Bodinayakanur, Thevaram, Kombai, Gudalur, Kambam, Uthamapalayam, Chinnamanor and Kodaikonal.

□ ASHOK LEYLAND FINANCE LTD (1996-2006)
(INDUSIND BANK - RETAIL FINANCE)

From the period of 1996 to 2001 worked as an Area Officer for Coimbatore Branch taking care of Commercial vehicle Business.

From the period of 2001 elevated as Branch Manager for Coimbatore Branch taking care of Commercial vehicle Business and collections.

From the period of 2004 to 2006 elevated as Hub Manager taking care of Coimbatore, Tiruppur, Erode, Pollachi and Sankari Branches taking care of both Business and collections.

□ ANUPAM MOTOR FINANCE LTD

Worked as a Business Executive for Chennai area from 01.07.1989 to
21.11.1996

PERSONAL PROFILE

🕒	Date of Birth	:	11.08.1968
🕒	Father's Name	:	P.Amirthalingam
🕒	Age	:	54 years
🕒	Sex	:	Male
🕒	Marital Status	:	Married
🕒	Languages known	:	Tamil & English
🕒	Nationality	:	Indian
🕒	Religion	:	Hindu
🕒	Strength	:	Self confidence, open-minded

DECLARATION

I hereby declare that the above details are true and correct to the best of my knowledge.

References:

MR. CHAKRAVARTHY Y
Business Head
GOVE FINANCE LTD
Mob :94446 04444

A. SATHEESWARAN

Mr. Thirumani,
General Manager
MANITOU GROUP
Mob: 96000 35078