

CURRICULUMVITAE

LINGARAJUK

BANGALORE|8088864881

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Key Skills:

Branch Banking	Relationship Management	Customer satisfaction
Lead Generation	Strategic planning abilities	Retail Liability
Business Development	Banking Operations	Revenue generation
Cross Selling	Branch Management	Target Achievement
Leadership	Teamwork	Decision making

Work Experience

Designation : FREELANCE INSURANCE ADVISOR

Duration : SEPT 2021– TILL DATE

Work Profile

- Dedicated to providing customized coverage options that cater to the distinct needs of every client, guaranteeing their complete satisfaction.
- Interact with clients to understand their insurance requirements and provide tailored Insurance solutions.
- Leverage my deep understanding of insurance products to recommend suitable options to clients.
- Effectively explain complex insurance concepts to clients in a simple and comprehensible manner.
- Demonstrate excellent customer service skills, ensuring outstanding support throughout the insurance process.
- Respond to clients' insurance-related questions and issues.

- Company** : PANCHAWATI MULTI STATE CO-OPERATIVE CREDIT SOCIETY LTD
- Designation** : SENIOR MANAGER
- Duration** : SEPT 2014–JUNE 2021
- Work Profile** :
- Training Sales force & build their confidence for New Services
 - Achieve the Sales Target by Generating a new leads
 - Corporate Customer Meetings & visiting the customers
 - Deepen the relationship by Cross selling Banks Products and Services according to Customer Needs
 - Increase liabilities size of relationship via balances in accounts of existing customers
 - Handles a group of High Net Worth Imperia Clients
 - Sources new customers through external individual efforts and acquisition channel.
 - Develops data base for lead generation, identifies market segments, strategize with acquisition channel.
 - Builds long term personal relationship with clients through relationship calling efforts and social interaction.
 - Informs customers of new products or product enhancements to further expand the banking relationship.
 - Records and responds to customers complaints, questions and problems.
 - Ensures fast and quality turn-around time for responses.
 - MIS generation maintains records for all acquisition figures and account up gradations.
 - Maintains complete relationship record for assigned customer accounts.
 - Coordinate with sales Executives.
 - Deliver speeches, write articles, or present information at meetings or conventions to promote services, exchange ideas, or accomplish objectives.
 - Direct subordinates to communicate with branch staff and advising committee to prepare reports for progressive development.

Company :KMJ INDIA LTD

Designation : MANAGER

Duration :SEPT 2012-SEPT 2014

Work Profile :

- Plan, direct and coordinate the activities of staffs in branches
- Recruit staff members and provide training programs.
- Oversee the flow of cash or financial instruments.
- Prepare daily business and operational reports for management analysis.
- Establish and maintain relationships with agents, individuals and provide assistance for problems these customers may encounter.
- Arrange meetings and demo programs to find and attract new business.
- Prepare financial or regulatory reports required bylaws, regulations, or boards of directors.
- Establish procedures for custody or control of assets, records or securities to ensure safe keeping.
- Review collection reports to determine the status of collections and the amounts of outstanding balances.
- Evaluate financial reporting systems, accounting or collection procedures, or investment activities and make recommendations for changes to procedures, operating systems, budgets, or other financial control functions.
- Evaluate data pertaining to costs for budget planning.

Company : PACL INDIA LIMITED

Designation : SENIOR OFFICER (ABM RANK)

Duration : JULY 2005 - SEPT 2012

WorkProfile :

- Operate WEBBMS software to make data entries of PLOT registration applications
- Communicate and train juniors about webbms software to make data entries, account entries, cash counting, receipts and payments etc
- Reconcile or note and report discrepancies found in records.
- Access computerized financial information to answer general questions as well as those related to specific accounts.
- Perform general office duties such as filing, answering telephones, and handling routine correspondence.
- Perform book keeping, filing and arranging receipts to account section.
- Reconcile records of bank transactions.
- Communicate with agents and customers; guide them about company plans, terms, benefits etc.

Education:

MCOM

BANGALORE UNIVERSITY

BCOM

VV PURAM EVENING COLLEGE

PUC

VV PURAM EVENING COLLEGE

SSLC

SHRI SIDDARTHA RESIDENTIAL HIGHSCHOOL

PERSONAL DETAILS:

NAME : LINGARAJU K

FATHER's NAME :Late KARIYAPPA

DOB : 13/01/1981

ADDRESS : #10,2nd Main,5th Cross
Bapujinagar MysoreRoad
Bangalore-560026

DECLARATION:

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

Place:

Date: (LINGARAJU.K)