

# Samuel.S

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## Area of Expertise:

KYC AML PML	Expertise knowledge on KYC AML PML process prescribed by RBI, FEMA, Income tax India – <b>Certified by IIBF on AML and KYC</b>
COMPLAINCE	Complied process related to transactions Baking and account opening and reporting - <b>THOMSON REUTERS</b> Certified on <b>TRADE SACTIONS AND ANTI MONEY LAUNDERING</b>
RTGS NEFT & SFMS	Keen knowledge on R41 And R42 and SFMS functions
CTS CLEARING & FCY Cheque Clearing	Processing of Inward and Outward cheques and FCY cheques deposited by customer and Issuance of FCY cheque
FEMA	Guidelines related to FCY, Cross Border Remittances, FCY accounts
FCY	Purchase and sales of FCY
INTERNATIONAL REMITTANCE & SWIFT	Cross Boarder wire transactions – A2 Remittance with the guidelines of FEMA All MT which involve in remittance process <b>IIBF Certified on Forex facilities to Individuals</b>
CUST ID AND ACCOUNT OPENING	Creation of Cust ID and Accounts i.e Current Account , EEFC Accounts , LO/BO/PO accounts and Savings Account ,NRO,NRE
RBI REPORTING	CTR, STR , Risk categorization , Cash handling report
MIS PREPARATION	Expertise in Data Analysis with the help of Excel and applying for Business decision
PEOPLE MANAGEMENT	Handling team size of eight members
IRDA	Keen knowledge on Insurance products and underwriting process and bancassurance channel partner management

## ORGANIZATIONAL DETAILS – CURRENT EXPERIENCE:

COMPANY NAME	DURATION		DESIGNATION
SHINHAN BANK	October 2010	Till Date	Asst Vice President( M1)

## ROLES AND RESPOSIBILITIES:

- Head of the department and in charge for entire general Banking transactions and remittance transactions
- Authoriser for all transactions Banking (System approval)
- Cust ID creations//Demand and Time deposit opening// issuance of electronic products like debit card and internet banking// customer compliant handling and settle the same up to the expectation//customer Account closure
- Cash transactions Head teller both INR and FCY selling and purchase
- RTGS / NEFT Transactions and SFMS authorizer (R41 & R42)
- Keen knowledge on CTS clearing with direct membership

- Proficient knowledge on CKYC by CERSAI
- Authoriser for GST/CUSTOMS DUTY/TDS/SATAE TAX PAYMENT
- Handling entire digital banking products like Internet Banking and debit card – New issuance/ Modification in access / query Handling / dispute settlement on debit card and IB for corporate and individual customers

#### Achievements

- Joined as Senior officer and promoted consistently to Asst. Manager and Deputy Manager and senior Deputy Manager
- Awarded best employee of the year for 2013
- Appointed “Global Young Frontier” and went to South Korea for special training for International Banking practices and Banking culture across various countries.
- Best Employee for the quarter ended April To June 2017

#### **ORGANIZATIONAL DETAILS – PREVIOUS EXPERIENCE:**

COMPANY NAME	DURATION		DESIGNATION
METLIFE INDIA INSURANCE COMPANY - (BARCLAY BANK PLC BANCASSURANCE)	September 2007	November 2009	Sr Financial Planning consultant

#### Roles and Responsibilities:

- Engage in procedure of scrutinize new business proposal form before login in operation according to underwriting guideline and also resolve discrepancies soon and take follow up for issuance.
- Screening of application and creation of customer ID with basic information provided by the customer
- Obtaining KYC verified confirmation from Barclays Bank.
- Initial scrutiny for OTC product and issue policy to customer.
- Maintain a MIS of Daily & Monthly Logins Tracker MIS as per department Wise, i.e Branch Banking, Retail liability, Investment advisors.
- Maintain a new business logins tracker on daily basis.
- Arranging appointment of Medical Examiner for the clients whose medical triggered.
- Handling cheque and DD collection operations of initial premium paid by the customer
- Collecting Cash for Renewal as well as new business premium.
- QC & dispatch of complete application to the service center on the same day.
- Handling free look cancelation from the customer and assessing the products features explained in proper manner and providing feasible solution to the customer

#### Sales Support:

- Downloading and monitoring the annual sales target to the Bank partner
- Accommodating sales call with Bank staff and managers
- Preparation of sales MIS to track the business records
- Designing sales contest to boost up the business on timely manner

- Providing Training support to the bank partner internally and externally for underwriting and KYC/AML policy

#### Notable Contributions

- Successfully handling channels like Retail Liability, Branch Banking (RM), NRI, Investment Advisors and prestige RMs of Barclays Bank Plc in the assigned territory of Chennai for the smooth functioning of the organization.
- Actively handling of the entire channel in the various time periods and directly reporting to sales manager and Territory Manager.
- Effectively handling the Business Management and revenue generation by selling most customized product mix as well as high revenue oriented products.
- Effectively trained all the sales employees by the way of conducting monthly training on product and services and competitor analysis.

#### Achievements

- Achieved Reward Fiesta Best FPC Award JFM-2009 for PAN India for Retail Liability Sales and Won the Laptop.
- Achieved PAN India Second in 08 and placed the position of PAN India No One in 09 till April.
- Won the Certificate and one day Trip conducted by MetLife across TN for the Traditional Product sales.
- Won the certificate to boost up the business in the month of March 2009.

#### **ORGANIZATIONAL DETAILS – PREVIOUS EXPERIENCE II:**

COMPANY NAME	DURATION		DESIGNATION
AVIVA LIFE INSURANCE – (ABN AMRO BANK BANCASSURANCE)	November 2006	September 2007	Financial Planning consultant

#### Notable Contributions

- Successfully handled a new segment in the unsecured channels.
- Conducted monthly **training for the channel partners** and recent market update on market scenario.
- Sold high product mix in Aviva and highly sold revenue oriented products.
- Accommodating sales calls which is generated by tele callers
- Responsible KYC verification and new proposal login
- Preparation of sales MIS for Business partners
- Handling customer service and getting referral from customer and provided additional contribution to accelerate the business.

#### **ORGANIZATIONAL DETAILS – PREVIOUS EXPERIENCE I:**

COMPANY NAME	DURATION		DESIGNATION
ICICI BANK	FEB 2005	November 2006	Relationship Executive

#### Roles and Responsibilities:

- Sourcing Current account and trade OD accounts for Neyveli Branch
- KYC training to newly joined staff

- Handling team of 5 members and assigning monthly sales target and achieve the same in effective manner
- Recruitment of DCID and obtaining business from them
- Providing basic product and process training to team members

#### Notable Contributions

- Successfully handled Team which consists of eight members and providing training for new products and services for the smooth functioning of the organization.
- Actively handled ICICI Bank OD products and FD for revenue generation.
- Effectively handling the team without losing any manpower.

#### ACADEMIC CREDENTIALS

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Course	Academic Year	University	Institution
MBA	2003 - 2005	Anna University	AVC College of Engg
Bsc	2000 - 2003	Bharathidasan University	THRC college perambalur

#### **Technical Skills: Programming in C, Applications : Ms Office**

#### PERSONAL DETAILS

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Date of Birth	10th Jan1900
Present Address	GS4 COLOR COLONY Australia
Languages Known	English