**Rajesh Raja R**

**Team Leader**

Chennai, Tamil Nadu

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Email me on Indeed: [indeed.com/r/Rajesh-Raja-R/5125fbc08f7c89f2](https://www.indeed.com/r/Rajesh-Raja-R/5125fbc08f7c89f2)

Seeking a position to utilize my skills and abilities in an Industry that  
  
Offers professional growth while being resourceful, innovative and flexible

**Work Experience**

**Team Leader**

**Starpowerz human resources pvt ltd**

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December 2012 to March 2013

Responsibilities:  
➢ Work is to build and maintain a team to achieve sales targets for Citibank Cards  
➢ Building up the team by recruiting team members.  
➢ Providing training to team members regarding product, calling and code of conduct.  
➢ Segragating databases.  
➢ Monitoring telecallers and Document executives on regular basis  
➢ Checking Daily sales report of telecallers.  
➢ Tracking Document executives before and after he meets customer through phone.  
➢ Ensuring all team members are maintaining code of conduct and punctuality.  
➢ Meeting the sales targets.  
➢ Reporting to Head Operations.

**Business owner**

**Rehoboth Home Jobs**

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Chennai, Tamil Nadu

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January 2009 to November 2012

Providing Home jobs to customers (Data entry, survey work, Article writing and much more)  
➢ Providing training to customers and selling data entry softwares and e-book.

**Health Assurance Specialist**

**ICICI Prudential Life Insurance**

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Chennai, Tamil Nadu

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October 2007 to July 2008

Responsibilities:  
➢ Work is to sell Health insurance on field.  
➢ Meeting customers directly at their home or office and pitching a sale.  
➢ Reporting to Sales manager  
➢ Using databases, references and direct marketing for sales.  
➢ Got outstanding performer award in 2007 JOSH Q3

**Team Leader**

**SYNERGY Relationship Management Services PVT LTD**

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November 2006 to October 2007

Responsibilities:  
➢ Work is to build and maintain a team to achieve sales targets for Short term personal loans.  
➢ Building up the team by recruiting team members.  
➢ Providing training to team members regarding product, calling and code of conduct.  
➢ Segragating databases.  
➢ Monitoring telecallers and Document executives on regular basis  
➢ Checking Daily sales report of telecallers.  
➢ Tracking Document executives before and after he meets customer through phone.  
➢ Ensuring all team members are maintaining code of conduct and punctuality.  
➢ Meeting the sales targets.  
➢ Reporting to Team manager.

**Market Research Executive**

**I-Solutions, ICICI Bank Cenotaph Road**

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Chennai, Tamil Nadu

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March 2006 to November 2006

Responsibilities:  
➢ Work is to meet corporate customers at their office and handle their queries and needs.  
➢ Building relationship with the customers.  
➢ Sell Liability products like recurring and fixed deposit.  
➢ Reporting to Sales manager

**Field Executive**

**Smart Card, Standard Chartered Bank, Anna Nagar**

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February 2005 to March 2006

Responsibilities:  
➢ Going on the field for document collection.  
➢ Meeting the customer on time and getting the correct documents.  
➢ Maintaining code of conduct and punctuality  
➢ Reporting to team leader  
➢ Delivering the collected documents at the end of the day.

**Education**

**M.B.A**

**Thangavelu Engineering College**

2003 to 2005

**B.B.A**

**Poonga College of Arts and Science**

2000 to 2003

**H.S.C in Private, Nilakottai, Dindugal**

**P.K.N Matriculation School**

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Madurai, Tamil Nadu

**Skills**

Software Exposures: ➢ Ms Office, Internet ➢ Platform: Windows XP Electives Taken: ➢ Pure Systems

**Additional Information**

➢ Self-confidence  
  
➢ Positive attitude  
  
➢ Dedication