

RESUME COUNTER

Name: Rajakumar.j

kumar.raja607@gmail.com

Cell no: +918220610727

+91 6380436375

SYNOPSIS

A Result Oriented Professional in Retail Banking, encompassing Operations, Business Development, and corporate account manager

WORK PROFILE

EMPLOYMENT HISTORY

Working with corporate account Manager with Tata AiaLife insurance from 12th Feb 2021 to Nov 5 2022

Worked in HDFC BANK as a Merchant relationship officer from sep 19th oct 2019 to 18th jan 2021.

Worked in Ram enterprises as a Operation manager from 15st Apr 2017 to 28th Mar 2019.

JOB PROFILE

Achieved Business targets assigned in terms of cross selling, enhancing and upgrading the high-Net-Worth relationships.

sales calls and generating the leads & converting the leads into business
Interacting with existing and new clients and regular follow ups with key clients
conducting market review

Analyzing competitors there by devising strategies

Profiling customers and provide financial products to meet customer needs

Providing Financial planning and Investment Advise

Achieved Business targets assigned in terms of cross selling, enhancing and upgrading the High Net Worth relationships.

ACADEMIC QUALIFICATIONS

MBA (Marketing & Finance) from IIPM-chennai with 64.84% in 2013.

B.S.C. from Thiruvalluvar University

58.4% in 2011..

XII STD: 50.41% N.l.C boysHr School

X STD :51.2% from N,l.CHr sec school.

TECHENICAL EXPERTISE

- Ms office
- Photoshop
- Windows 97/2000/XP
- Animation

PROJECTS & ASSIGNMENTS

Summer project

I have done Measurement of Labour Welfare (Shasun Chemical Limited)
cuddalore

EXTRACURRICULAR ACTIVITIES

Trekking and Long drives, Playing Cricket,

DECLARATION

I hereby declare that the information given above is true and correct to the best of my
knowledge and belief.

Address

LRC LOGISTICS

Gents hostel

Sathiyamoorthy street

1st floor ROOM NO 8

Choolaimedu

Chennai

DOB. 08-03-1990

PLACE: Chennai

DATE:

Signature