

Nirmalkumar B

Relationship manager

Experienced Relationship Manager with 9+ years in sales, specializing in cold calling, customer appointments, field visits, and closing deals to meet monthly targets and drive growth in the banking and online marketing industries.



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WORK EXPERIENCE

Relationship Manager

HDFC Sales Private Limited (HSPL)

03/2021 - Present

Chennai, India

Responsible for generating leads and building relationships through cold calling and direct customer visits. Conducting product pitches, presentations, negotiations, and deal closures for home loans, life & general insurance, credit card loans, personal loans, and other banking products.

Achievements/Tasks

- PAN India Top Performer(FY 2023,2024)

Marketing Executive

JUST DIAL LIMITED

11/2019 - 02/2021

Chennai, India

I conduct cold calls and direct visits to B2B business owners, promote Justdial's listing services, convert leads into successful deals, and enhance online visibility to drive business growth and customer engagement.

Achievements/Tasks

- STAR PERFORMER

Relationship Officer

KALYAN JEWELLERS INDIA LIMITED

08/2015 - 10/2019

Chennai, India

Provided exceptional customer service, promoted jewelry products, managed sales transactions, and ensured customer satisfaction, contributing to store sales targets.

CERTIFICATE

Anti Money Laundering for insurance (03/2024 - 08/2024)

This course covers Anti-Money Laundering (AML) practices in the insurance industry, focusing on detecting, preventing, and reporting suspicious activities. It emphasizes regulatory compliance, risk management, and safeguarding against financial crimes.

EDUCATION

Bachelor of Computer Applications

Sri Sankara Arts and Science College

07/2012 - 04/2015

First Class

SKILLS

Cold Calling

Lead Generation

Client Acquisition

Sales Presentations

Sales Negotiation

Closing Deals

Customer Relationship Management (CRM)

Sales Forecasting

Cross-Selling & Upselling

Objection Handling

Client Retention

Follow-up Strategies

Sales Reporting & Analytics

Active Listening

Time Management

Data-Driven Decision Making

Escalation Handling

SPECIAL ACHIEVMENTS

Runner-Up, Intercollege Cricket Tournament (2014)

Represented my college in the intercollege cricket tournament and contributed to the team's performance, securing the Runner-Up position. Developed teamwork, leadership, and strategic planning skills while competing at a high level.

NCC Certificate

Earned the National Cadet Corps (NCC) Certificate, demonstrating discipline, leadership, and commitment to service. Gained skills in team coordination, physical endurance, and problem-solving through various training and activities

LANGUAGES

Tamil

Native or Bilingual Proficiency

Telugu

Professional Working Proficiency

English

Full Professional Proficiency

INTERESTS

Cricket

Traveling

Fitness

Volunteering

Cooking