**M PARTHIPAN**

KRISHNA MEENA ILLAM

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| **OBJECTIVE :**  To develop my skills and abilities through hands on experience and to learn from the best to ensure, my personal growth as well as the growth for the organization to be fast focused and flexible towards achieving goals.  **Profile and Experience:**  **January 2019 to Till date**  **Senior Manager - Retail Banking**  **Fincare Small Finance Bank Ltd, Tiruppur**  **Job Description**   Working as a Senior Relationship Manager - Retail Banking   A/c opening process follow-up with KYC & CDD   Sourcing Current Accounts, SB Accounts, and TPP products   NTB numbers incremented for branch as well as ATS Value   Leads generated and Converted for Asset product (LAP)   Effective Team Leader positively handle the team and complete the Target.   Reward received from BBH for Best Mnager for FD product.   Increasing NTB numbers and Values for Book size for Month on Month.  **October 2016 to December 2018**  **Manager – Sales and Service**  **Equitas Small Finance Bank Ltd, Villupuram**  **Job Description**   Worked as a Manager - Sales and Service   Entire Market Scoped for New branch Starting   Sourcing CASA for NTB and existing base.   Customer service providing to Microfinance customers and aware of banking.   A/c opening process follow-up with KYC & CDD   Supervise the Lobby Management   Sourcing Micro finance customers lead and convert to Asset products.   Customer service providing all Micro finance customers.   Reward received from RH for Best Manager for CASA & NTB Value for Cluster   Leads converted for Jewel Loans & Asset Products (LAP, Business Loans)   Increasing NTB numbers and Values for Book size for Month on Month.   Effective Team Leader positively handle the team and complete the Targets   * + - Effectively Managing the team for Branch growth and Profitability     - Support for Micro-finance to Small Finance Bank’s expectation and Growth.     - Training and Motivating Team members for Branch Growth as well as Organization growth.   **July 2015 to August 2016**  **Manager Agency – Religare Health Insurance Co. Ltd., Coimbatore**  **Job Description**   Working as an Agency Manager for Health Insurance   Recruiting Health Planners and Business Partners develop the Business   Month on Month increasing the Health Planners and get good business.   Aggressively motivated the Team and win the Local and Regional Contests   Doing monthly plan and Activity and improve the business  **June 2014 to June 2015**  **Manager Sales– Bajaj Allianz Life Insurance Co. Ltd., Pollachi**  **Job Description**   Working as a Sales Manager for Sales & Marketing Vertical.   Recruiting New Insurance Consultants and develop the Business from them   Doing marketing activities for New Business and Recruitments.   Training to Insurance Products to Insurance consultants on time to time   Aggressively motivated the Team and win the Local and Regional Contests   Doing monthly plan and Activity and improve the business  **May 2013 to June 2014**  **Manager Sales– Exide Life Insurance Co. Ltd., Pollachi**  **(formerly known as) ING Vysya Life Insurance Co.Ltd.,**  **Job Description**   Worked as a Sales Manager for Tied-Agency Channel   Recruiting New Advisors and develop the Business   Month on Month Progressively increasing the advisors and get business   Educating new Insurance Products to all Advisors on time to time  **January 2012 to April 2013** | |
| **Personal Banker Authorizer (Manager Operations)**  **HDFC Bank Ltd, Oddanchatram, & Dharapuram**  **Job Description**   Worked as a Personal Banker Authorizer.   Entire Market Scoped for New branch Starting   Sourcing Leads CASA, FD and all revenue related products for new branch   Team Motivated progress   Supervise the Lobby Management   Back-up for Branch Manager   Sourcing Current Accounts, SB Accounts, and Third Party products   NTB numbers incremented for branch as well as ATS Value   Leads generated and Converted for Asset products (HL,TWL,PL) all type for loan products   Gold Loan Operations Entire process and Disbursals and Renewals and Closures   Foreign Exchange Inward & Outward Remittance process and Authorization   Government Accounts concentrated and get the funds to branch   * + - Effectively Managing the team for Branch growth and Profitability     - Completed the Internal Audit with satisfactory for all parameters     - Handled Customer queries and Complaints Management with in TAT.     - Good Team Leader for Management to the branch in Regional Level.     - Training and Motivating Team members for Branch Growth and Regional Growth.   **October 2006 to December 2011**  **Associate Manager – Customer Service and Operations**  **IndusInd Bank Ltd, Salem, & Coimbatore**  **Job Description**   Worked as Associate Manager Customer Service and Operations.   Supervise the Lobby Management   Managed all types of operational queries and resolved with TAT   Good relationship maintaining HNI clients   * + - A/c opening & FD booking with KYC norms & CDD norms     - Promptly checking with AML Alert policy     - Cash Management Operations     - Good relationship maintaining HNI clients and increase the Deepening     - Managed the Sales team for CASA, and Branch book size growth    Top performer for Gold Coin Business for 2009,2010, & 2011   Top performer for the Region on Sep’09 & Mar’11 for Life Insurance Contest   Top performer in the Region Award received from Regional Head & Zonal Head  **August 2004 to October 2006**  **OPERATION ASSISTANT (Retail Banking – Bullion Desk)**  **The Bank Of Nova Scotia, Coimbatore.**  **Job Description**   Worked as a Customer Service Operation Assistant staff   Handled day-to-day Precious Metal trading operation.   Daily sales productivity report send to Mumbai-Corporate Office   Co-ordinate with Customers & Bankers for LC & Funds Dealings   Customer service providing all type of bullion related queries   Export Shipping Bills update and submitted monthly report to Customs  **** Customer Queries and related operations in connection with Precious Metals.  **January 2003 – July 2004**  **Business Process Analyst – (BPO)**  **X\_ Design Ventures Pvt. Ltd, Coimbatore.**  **Job Description**   Books converted to E-Pages & CD- Books   OCR Image Processing operations   Programming in HTML Process   Programming in XTML Process   Conversions in the Data   Converted to books to E-Books | |
| **Computer Knowledge** |  Operating System: All Window Workgroups   Languages: FoxPro 2.6, C-Program, V.B 6.2   Packages: Ms- Office Tools, Tally, HTML, Banking Applications | |
| **Education** | **Summary: B. Com, ADCST**  1999 – 2002 Bachelor of Commerce Annamalai University  2002-2003 Advance Diploma in Computer Software & Technology | |
| **Personal Details** | Full Name : **M. PARTHIPAN**  Date of birth : 25/04/1978  Nationality : Indian  Contact Number : 9952365446  E-mail : parthibha25@gmail.com  Languages known  Ability to Speak : English, Malayalam, and Tamil  Ability to Write : English, and Tamil | |
| **Favourites** | Books, Music, Games, Traveling, Sports, Computer, Movies, etc., | |
| **References** | Will provide on requirement. | |

Place:

Date: (***M. Parthipan****)*