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| AJITH RAI A *Address* “Saraswathi”  House No: 3-318,  Adyar Post, Adyar,  Nr Sahyadri Engineering College, Mangalore  Karnataka, Pin 575 009  **Email:**  Raiajith06@gmail.com  **Ph: *+91-8310454152***  **Languages Known:**   1. English 2. Hindi 3. Kannada 4. Tulu   **Hobbies:**  Computer,  Listening to music,  Cricket.  **Personal Attributes:**  - Willing to learn new skills  -Self-Motivated and organized  -Bright and cheerful  -Excellent communication skills  -Able to work unsupervised | Carrer Objective  Aspire for a challenging and rewarding career in an Organization offering opportunity for growth & Achievement, where I can experience and expand my knowledge while contributing and creating solutions towards the advancement of the organization. I have keen interest in developing and apply my knowledge for the firm where I will be working.  Academic Profile   * BBM from Amrutha College * PUC From St. Aloysius PU College * SSLC From Karnataka State Board   Computer Knowledge  Basic computers, E-Office (Word, Excel, PPT)   Professional Summery **L&T Finance Limited (Dec 2012 to April 2015)**   * Processiong financing and leasing deals accurately and securing approval through financial. * Sources to secure approval and through the proper federal, state and corporate channels * Understanding and complying with federal, state and local regulations that affect the new and used vehicle and finance departments * Creating and maintaining the program with the sales department that will ensure all new * Sales are referred to the F&I department * Training and Providing the sales team with information on finance programs and the benefits   **Axis Bank Limited (May 2015 to Feb 2017)**   * Identify the new sales lead at Branch and detailing the required product * Pitching the suitable product or service * Maintaining good relationship with the existing customer * Collecting customerdetails with all aspect and entering the same through ECRM software. * Researching Organizations and individuals online (especially on social media) to identify new leads and potential new markets * Researching the needs of other companies and learning who makes decisions about purchasing * Planning and overseeing new market initiatives * Preparing power point presentations and sales display * Contacting clients to inform them about new developments in the company's product * Training personnel and helping team inernbers develop their skills |

**CURRICULUM VITAE**

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| **Personal profile**:  **Name:** Ajith Rai A  **Date of Birth:** 01-12-1990  **Marital status:** Single  **Nationality:** Indian | **ANZ Bank (Apr 2017 to Till date)**  **Designation- Analyst**   * Support advisors in processing Advice Fee (Payments). * Gather client investment details to prepare Statement of Advice for Financial Planners. * Liaise with para-planners to ensure timely service is delivered to client. * Support line managers on noting Minutes of Meeting during critical process changes. * Review and enhancements of process guides and quality checklists. * Conduct process buddy training for new employees joining the team. * Conduct knowledge sharing sessions, huddles for process update as required. * Resolve any customer queries and complaints efficiently with deep dive reviews. * Ensure Quality and Productivity meets the KPI set by the organization.     **Declaration:**  I here by declare that all the above information is genuine to the best of my knowledge.    **( Ajith Rai A)** |