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| AJITH RAI A *Address*“Saraswathi” House No: 3-318,Adyar Post, Adyar,Nr Sahyadri Engineering College, MangaloreKarnataka, 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 ObjectiveAspire 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 KnowledgeBasic 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
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**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)**   |