PHANEENDRA SUBRAMHANYA

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A competent professional with 5+ years of insightful experience as Relationship Manager in the Banking Sector with proficiency in the functional areas of:

Client Relationship Management

PROFESSIONAL DETAILS

Financial

➢ Maintaining day to day operations and interacting with customers and resolving issues.

➢ Skilled in executing end-to-end loan cycles, from loan documentation and verification.

➢ Interpersonal

➢ Experience in developing and maintaining effective business relationships with customers from a spectrum of socioeconomic backgrounds.

➢ Ability to multitask and work under pressure without compromising on quality or schedule.

➢ Excellent ability to draw the best from every individual in a team through motivation and generating feelings of team spirit.

EMPLOYMENT DETAILS

Thirumeni Finance Pvt Ltd May2019 to July 2020 Relationship Manager(LAP)

Relationship Manager:

➢ Acquiring New customers and generate lead for LAP.

➢ Collecting EMI from existing customers.

➢ Building New Relationships in the market.

* Convincing customer and fixing demo for the products of the company.

HDFC Sales Pvt Ltd May 2018 to May 2019. Senior Sales Officer (Home Loan)

Senior Sales Officer:

➢ Acquiring new Business Sourcing Associate.

➢ Followup with existing customer.

➢ Building relationship with Builders and Developer.

* Participating in Exhibition held by builders.

Zen Lefin Pvt Ltd (FINTECH) Feb 2017 to April 2018 Sales Manager(Consumer Durable Loan)

Sales Manager:

➢ On-boarding new partners to our platform.

* Giving training to centers of our product.

➢ Co-ordinating with centers to get the clients.

➢ Availing loans to SME customers.

➢ Encouraging the centers by contests.

* Supporting clients and partners After service.

HBL Global Pvt Ltd ​October 2007 to May 2013 (​Sales Executive)

HBL Global Pvt Ltd is a sister concern of HDFC bank.

Growth Curve:

Sales Executive (Department of Education Loan) → Sales Executive (Department of Loan against Securities)

Sales Executive:

➢ Assess/Follow up prospective leads individually or in association with relationship managers to generate new business opportunities.

➢ Maintain TAT for each end-to-end loan approval process from loan documentation to loan verification and disbursement.

➢ Troubleshoot issues within the stipulated time with a view to building and maintaining positive associations with new and existing customers.

ACADEMIC LANDMARKS

➢ Master’s in Business Administration: Magnus School of Business, Bangalore, 2007 - Area of specialization: Finance

➢ Bachelor of Commerce: JSS College of Arts, Science, Commerce, Mysore,2005

➢ Pre-University: TTL Independent PU College, Mysore,2001

➢ Swift Professional Program me: NIIT Centre,Mysore,2005

➢ Tally ERP9: RIA Institute Of Technologies,Bangalore,2012

➢ Advanced Excel: RIA Institute Of Technologies ,Bangalore,2012

➢ SAP Sales and Distribution: RIA Institute of Technologies, Bangalore, 2013

➢ Content Writing,TWB,Bangalore,2013

Semester Projects Undertaken as part of the MBA Programme

1. HDFC Bank

Functional Area: Finance – E-Broking (De-mat & Trading A/C)

Project Goals:

➢ Open demat and trading accounts for corporate individuals.

➢ Generate a minimum of four leads for further business avenues.

➢ Collect data on corporate individuals and approach them to educate and sell various HDFC products.

Key Gains from the Project:

➢ Acquired hands-on knowledge and in-depth awareness regarding HDFC demat and trading accounts.

➢ Honed communication and marketing skills by interacting with clients from different socioeconomic backgrounds.

2. TATA Mutual

Functional Area: Finance – Investments

Project Goal:

➢ Generate a minimum of eight leads for a TATA Mutual investment product

Key Gains from the Project:

➢ Understood the working details of SIP mutual fund.

➢ Learned the intrinsic and detailed workings of the profitability of mutual fund investments as a whole.

Personal Details

DOB​​​:​ 24/07/1982

Address​​​: ​#Old No 57, (New No 241)

‘AnandaNilaya’ 9th Main. ​Lakshmi-Sagar Layout

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