# Srivats R

srivats.rajan27@gmail.com

+91 9585240467

**Objective**

I am seeking an opportunity to merge my initiative, enthusiasm and to add value, both to the organization and myself. I am at expanding my horizons and developing skills in the field and to work in a dynamic environment, which provides opportunities for my growth.

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| **Professional Experience** |
| *ELECTRONICA FINANCE LIMITED SALES MANAGER Nov’19-Till now* |

* Achieving sales targets for given the basket of products through dealer network, manufacture & OEM.
* Devise finance schemes to suit customers’ requirements.
* Recommend manufactures & dealers as a part of continuous business development.
* Manage portfolio of existing customer and provide prompt service and explore opportunities of cross selling other products.
* Collections and delinquency management.

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| **Professional Experience** |
| *OFFICE-FRAME-WORK OPERATIONS CUSTOMER SERVICE EXECUTIVE Mar’18-Oct’19**(Back office for AJ Worldwide Services Inc), an US based Freight Forwarding Company* |

* Handling both Air/Ocean export shipments and e-commerce export shipment alone.
* Once the nomination received, follow-up for booking & cargo readiness.
* Based on cargo ready date will plan up schedule and arrange the shipment respectively.
* Preparing Bill of lading, AWB and releasing the same as per service level agreement.
* Monitoring the shipment frequently till it reaches its destination and preparing export related documents.
* Processing US export custom clearance for Air & e-commerce shipments.
* Updating cost, sell provision and generating invoice based on quotation.

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| **Professional Experience**  |
| *ICICI BANK LTD DEPUTY MANAGER – BAND-1 MAY’17 – FEB’18* |

* Acquiring new accounts and expanding existing accounts by offering various financial products and service to the customer.
* Responsible for monitoring business, compliance, branch operations and achieving individual targets and branch targets.
* Keep up to date with product to provide suitable advice to the customer and reduce the waiting time for customer in branch thereby increasing the customer satisfaction.

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| **Academic Qualification** |
| **PDGM** | 2015-2017 | Thiagarajar School of Management, Madurai | *52* |
| **B.COM** | 2012-2015 | Vysya College, Salem | *75* |
| **Class XII** | 2011-2012 | Holy Cross Matric Hr. Sec. School, Salem | *85* |
| **Class X** | 2009-2010 | Holy Cross Matric Hr. Sec. School, Salem | *69* |

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| **Certification** |

* Certified in NISM-Value Fund Series-V 2017 from National Institute Securities Markets.
* Certified in Shipping & Logistics management 2018 from Logwiz Institute Of Shipping & Logistics, Chennai.
* Certified in IATA-Air Cargo Introductory 2019 from International Air Transport Association, Canada.

**Achievements**

* Won 1st place in AD-Mock & Treasure hunt in “KONGU ARTS AND SCIENCE COLLEGE”.
* Event coordinator in “OPERATIONS MANAGEMENT @ YUKTI” in TSM.

**Personal Details**

* NAME: SRIVATS
* FATHER’S NAME: C.S. RAJAN
* DATE OF BIRTH: 27.07.1994
* GENDER: MALE
* RELIGION: HINDU
* NATIONALITY: INDIAN
* LANGUAGES: TAMIL & ENGLISH – (R, W, S).