CURRICULUM VITAE

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| **N.RAJESHKUMAR**    [p.raj1431987@gmail.com](mailto:p.raj1431987@gmail.com)    +91-9994743600  +91-7299931303  **PRESENT ADDRESS:**  No.54B,G3, K.A Kaviyaa Apts, Srinivasa Nagar, 2nd Cross Street, Kolathur Chennai-600099.  **PERMANENT ADDRESS**  N.Rajeshkumar, s/o P.Natesan,  2/425, Elavadi,kattukottai, Moongilpadi(post), Kallakurichi (Tk), Viluppuram(Dt).  Pin: 606 201.  **Personal Profile:** Date of Birth : 14.03.1988 Father : Natesan.P  Mother : Sivakolunthu.N Marital Status: Married  Gender : Male  Nationality : Indian **Languages Known:** Tamil & English |  | **OBJECTIVE :**  To become a successful professional in the field and able to work in innovative, result oriented projects and seeking for challenging opportunity. So as to utilize my technical knowledge to accomplish the competitive world  **WORK EXPERIENCE:**  **BMK EXPRESS AUTOMOBIIES PVT LTD.**  Experience : From “**Aug 2012 To April 2013**” Designation : Sales Executive(Hyundai car showroom)  **V3 AUTOMOTIVES PVT LTD**.(**HYUNDAI**),  Experience : From “**Nov 2013 To April 2015**”  Designation: Senior Sales consultant. (Hyundai car showroom)  **HDB FINANCIAL SERVICES LTD.,**  (Selling HDFC Bank Personal Loan ,Credit card &  insurance)  Experience : From **“July 2015 To July 2018**” Designation : Sr. field sales executive,  **INDUSIND BANK LTD,**  Selling Personal Loan & Insurance  Experience : From **“ 30th July 2018 To 15th June 2019**” Designation : Acquisition Manager.  **QUESS CORP LTD (DEPUTED IN AXIS BANK LTD)**  Selling Personal Loan  Experience : From **“24th May 2019 To 15th Novmber 2021**” Designation : Sr.Relationship Officer ,Grade-E3.  **RELIANCE SECURITIES LTD:**  (Selling Personal Loan ,Insurance,Demat Account Opening & Business Loan )  Experience : From **“18th Nov 2021 To Till Date**” Designation: Relationship Manager. |

**Duties:** Assessing whether applicants qualify for loans based on the information they have provided in their application forms. Setting credit policies, credit lines, procedures and standards in conjunction with senior managers. Evaluate a person’s credit worthiness. Reviewing loan agreements on a regular basis to ensure nothing has changed. Interviewing loan applicant and asking them questions. Handling customer complaints in a professional manner. Talking to potential borrowers about the various types of loans available to them. Writing up credit reports on potential borrowers. Keeping all loan and applicant information confidential. Diplomatically explaining to applicants why their applications have been rejected.

**Skills & Capabilities:**

Almost **6.5 Years** of experience in banking domain Team handling experience in consumer loan Only selling the most appropriate loan solution that suit the customer's needs. Ability to guide people, motivates them in right way, and build trust Training Skills – have taken training sessions and have ability to manage a coast learner,

**Technical Skills:**

* Operating system:Windows MS-office

**Personal Strengths:**

* Maintain a positive attitude in the face of changes in work assignments.
* Punctual, Smart Working, Leadership.
* Dedication.
* Have the ability to quickly learn and adapt to different environments and scope with new scenarios quickly.
* Good Communication, Working with Interest.

**Hobbies:**

* Collecting innovative pictures and innovative movies.
* Cricket
* Playing Chess
* Reading books

**Education:**

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| **Qualification** | **Institute/University** | **Month of/year of passing** | **Aggregate** |
| **MBA** | Srinivasan College Of Arts And Science (Perambalur) | 2012 | 69% |
| **BCA**  **(Computer Application)** | Mahendhra College Of Arts And Science, (Kalippatti) | 2009 | 58% |
| **12TH** | St.Antony Hr. Sec School, (Melnariyapanur). | 2007 | 57% |
| **10TH** | St.Antony Hr. Sec School, (Melnariyapanur). | 2004 | 70% |

# Project Details:

A STUDY ON EXISTING CUSTOMER RELATIONSHIP MANAGEMENT MEASURES & SATISFACTION LEVEL OF COMMERCIAL VEHICLE CUSTOMER OF ASHOK LEYLAND AT HOSUR.

# Declaration

I declare that the details furnished in this resume are true to the best of my knowledge.

**Date : Signature,**

**Place : (N.Rajeshkumar)**