

RESUME

VINOTH.K

No,16/7B, KUMAR ILLAM ,EAST STREER,SIKKAL.

NAGAPATTINAM- 611108 ☎ 9944624815 .EMAIL: vinoth.k2013@gmail.com



OBJECTIVES

To have a distinct identity for myself in the corporate world in delivering my tasks through rational thinking and optimistic approach

CURRENTLY WORKING IN

BIJNIS PVT LTD (May2022 to Now)Karaikal, Nagapattinam, Thiruvareur,

Working as a key account manger

Product (footwear and clothing)

Roles and responsibilities

1,HANDLING TO NEW B2B CUSTOMER

2, OLD B2B CUSTOMER RELATIONSHIP on DAILY Basics (HANDLING TO RETURN and REFUND RELATED check-in and processing kind of work on day to day

3, Daily sales report sharing to Management.

FINE NEW SOLUTION Pvt Ltd(Feb2019- mar2022) coimbatore,

Working as a Portfolio Relationship Manager(Team leader)

Team Handled to 10 Relationship officer's(follow up with daily sales and service report)

Handling Product is Non banking financial products

SALES:(Corporate salary account,Digital gold , mutual fund, blue caller employee salary account opening, and advance salary based on loans, and corporate overdraft facility,,,))

SERVICE:(DEBIT CARD withdraw issues for inward and out word related services ,,and educate to Digital transection

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SKILL WORTH TECHNOLOGES PVT LTD[BILJI PAY] [sales manager]05/2016- 01/2019 ,Trichy Tanjore

- **Roles & Responsibilities [merchant acquisition]**
- Sales & implementation
- Sales open market at TANJORE ,TRICHY region And handle with IOB Bank customer also
- Handle the retailer & chine outlet, MERCHANTS
- **Customer Relationship**
- **Provides professional customer service to achieve a high percentage of customer satisfaction and retention**

Achievements

Have complete knowledge of the customer base in terms of the profile,
I was sale deal closed with Single shot 64 devices sale that is biggest achievements in my career

[Danlakshmi srinivasan college perampaloores]

Tamilnadu fishers university college big sale deal closed in single day [no device 34] ;

PINE LABS PRIVATE LIMITED [ASSISTANT MANAGER-SALES] 03/2015-04/2016 ,coimbatore

- **Roles & Responsibilities:**
- **New Customer Acquisition:**
- Handling the ME Secured & expanse to cloud systems
- New Edc merchant ,acquiring
- Understanding the business back ground
- Handling the retailer client acquisition.
- **Customer Relationship**
- Provides professional customer service to achieve a high percentage of customer satisfaction and retention
- Educating easy EMI facilities (debit and credit card holders)
- Educating to reimbursement option in petrol bunk service provider
- Educating to Reward points and value added services and , sales promotion activities
- Educating to Auto Settlement facilities
- Educating to our value based service charges
- Explain to competitor service charges

Achievements

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Achieve the target 100% every Month

ING VYSYA BANK LTD[financial services] coimbatore

Support executive -Business banking 13/01/ 2013- feb /2015

Roles & Responsibilities: New Customer Accusation:

- Handling the SME Secured Working Capital Funding - Fund based & Non Fund based,
- Understanding the business back ground, evaluate and review the financial, making contact point verification, taking buyers, suppliers & bankers references, Analyzing the market trend & risk factor of the industry.
- Ensure the fresh valuation & clear legal opinion on the properties to be taken from the panel advocate.
- Achieving the monthly targets assigned and keeping the Cluster profitable.
- **Portfolio Management:**
- At present I am handling Madurai, Trichy, and Tripur and Coimbatore branches.
- Generating revenues by providing financial solutions in terms of limit enhancement, Review, Annual renewal, TOD, ADHOC and value added services.
- Put up CAM to credit and get approval to renew the account before expiry and provide ad-hoc, TOD and enhancement to increase the portfolio size
- Ensure the funded clients have utilized their limits, monitor the churn in account, interest servicing and also make ensure that none of the accounts fallen in delinquent list.
- **Customer Relationship**
- Manage the portfolio to de-risk against attrition and achieve stability of Portfolio.
- Have complete knowledge of the customer base in terms of the profile, demographics & psychographics and assets in the Bank and in other places

INDUSIND BANK COIMBATORE, [Associate Relationship Manager-Emerging Corporate] coimbatore

JUNE, 2009to 18/12/2012[Relationship Manager for Branch Exim&Current Account Clients]

- Handling the HNI Clients.
- Handling all Financial Products.
- Deepening, ANR, ENR in CASA.
- **Achievements:**
- Achieve the target 100% every Month.
- Done 10 current accounts in a Month of September.
- Initial IP cheque 5lak per Login..
- Got Achievers award from Zonal head in January.

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EDUCATION QULIFICATIONS

2003-2007 [B.COM] : E.G.S, PILLAI, ART&SC College Nagapattinam(Bharthidasan University)
2002-2003[HSC] : Hr.Sec.School (State Board)SIKKAL,NAGAPATTINAM
2000-2001[SSLC] : Hr.Sec.School (State Board) SIKKAL,NAGAPATTINAM
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Personal Information

Father's Name : S.KUMAR.
Date of Birth : 02- MAY-1986.
Nationality : Indian.
Sex : Male.
Marital Status : Married
Languages known : (Tamil, English.)
Current address : No,16/7B, KUMAR ILLAM ,EAST STREER,SIKKAL.
NAGAPATTINAM- 611108
PHONE NO : +919944624815
EMAIL ID : vinoth.k2013@gmail.com

I hereby declare all the particulars given above are best of my Knowledge.
Place :NAGAPATTINAM

Yours truly,

Date :20/01/23

