



CONTACT INFORMATION

📞 Phone
+971 542351121
+91 9947939815

✉ Email
anilmuthoot123@gmail.com

PERSONAL DETAILS

Date of Birth : 27.10.1990
Nationality : Indian
Language : English, Tamil,
Malayalam

PASSPORT DETAILS

Passport No : W 7489872
Issue Date : 05/12/2022
Expiry Date : 04/12/2032
Place of Issue : Cochin

ANILKUMAR.S

OBJECTIVE

In quest of career enrichment as a Marketing and Finance professional with an organization of repute

SUMMARY

Well qualified and results oriented Banking, Marketing, and Finance Professional with more than 9 years of successful experience in positions of increasing responsibilities and duties. Skilled at educating customers on banking and forex products, recommending best options that meet their short term and long term needs. Team player with polished communication skills: verbal, written, interpersonal, presentations and rapport building. With expertise in Operation Management, Client management.

Professional Synopsis:

- Over 12 years of Experience in Banking with exposure in Branch Banking Operations, Relationship Management, Business Banking, Handling of HNI customers, Portfolio Management, Office operations.
- Currently employed as Relationship Manager, HDFC Bank, Haripad, Kerala.
- Excellent analytical, negotiation & inter-personal skills with demonstrated communication and relationship management abilities.
- Expertise in providing advisory services to HNI and Corporate Clients in Banking Products and Investment solutions thereby enhancing returns on investments.
- Well versed with all Know Your Customers norms and compliance as per the bank policies.

WORK EXPERIENCE

RELATIONSHIP MANAGER
HDFC Bank Ltd, Haripad, Kerala
From 09-06-2021 to 24.03.23

- Handling and controlling the sales team for focusing business and collection.
- Accountable for achieving monthly & annual sales targets, as agreed in the beginning of the financial year.
- Work with hand in hand with other business units to ensure that objectives of the team are met and there is team harmony and unity.
- Actively participating in community organizations and activities in a manner which reflects favorably on the Bank.
- Handling a team responsibly for a branch.

PERSONAL TRAITS

Good communication skills, both written & verbal. Highly trainable, fast learner, hardworking and sincere. Good technical skills & establish long relationship with customer

HIGHLIGHTS

1. **Best Performer Award Winner (2 times) Muthoot Finance.**
2. **Appraised FEE for the last financial year (2019-2020), Ujjivan small finance Bank Ltd.**
3. **Appraised T1 Rating in 2021-22 financial year, HDFC Bank.**

LOAN OFFICER

Ujjivan Small Finance Bank, Haripad, Kerala

From 03.07.2018 to 31.05.2021

- Maintain and design various MIS to ensure smooth process flow to support business and achieve sales targets.
- Accountable for achieving monthly & annual sales targets, as agreed in the beginning of the financial year.
- Work hand in hand with other business units to ensure that objectives of the team are met and there is team harmony and unity.
- Actively participating in community organizations and activities in a manner which reflects favorably on the Bank.
- Abiding the current laws and organizational policies and procedures designed and implemented to promote an environment which is free of harassment and other forms of illegal discriminatory behavior in the work plan.
- Reporting CRM about the daily business growth, Cross sell achievements and monthly business action plan.
- Acquisition of new to bank HNI clients.

SERVICE ASSISTANT

Muthoot Finance, Kollam

From 09.02.2011 to 20.06.2018

- Responsible for a wide gamut of functions.
- Responsible for managing mapped portfolio in order to meet the financial services needs of customers in the assigned community market area.
- Cross selling of life insurance, general insurance, health insurance, mutual funds, forex, housing loans & gold loans.
- Manage customer queries and complaints by taking ownership and resolving in a timely manner.
- Responsible for Retention of existing Customers through highest levels of customer service in every transaction and managing the relationship with the corporate.
- Close monitoring of persistency of business done to ensure proper business environment and health of business for the organization.
- Working with management in establishing growth, sales, and profit objectives for the office; provides input to these objectives and to the manner in which performance will be measured and controlled.

EDUCATIONAL QUALIFICATION

BA English : Madras University

DECLARATION

I hereby declare that the above information is true and correct to the best of my knowledge and believe.

Place:

Date:

ANILKUMAR.S