

AADARSH SASEENDRAN P



Contact

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Villa No:13 Community 133,street 30 H
or Al Anz, Dubai, UAE

Personal Details

Date of Birth : 07/12/1999

Nationality : Indian

Passport : W6000513

Gender : Male

Skills

Sales 80%

Team building 80%

Communication 80%

Problem solving 80%

Decision making 80%

Customer relation 80%

Languages

English - read, write, speak

Malayalam - read, write, speak

Hindi - speak

Tamil - speak

OBJECTIVE

I am looking for a challenging job with a rapidly growing organization that can provide me with a range of goals and job objectives within a contemporary and economical business setting.

EXPERIENCE

Manappuram Finance Ltd

2/4/2021 -

Relationship Officer

30/4/2023

To contact potential customers and convince them about the company product offerings.

Ensuring that the conclusions on all the business sourced on Telesales leads, should be reported to Sales Manager / Regional Sales Manager .

Provide information to customers about the products

Communicates loan criterias and different loan schemes with customers.

Verify that potential customers satisfy all criteria required of a desired customer profile as outlined by the Company.

Collect required documents from customers and apply for the preferred loans.

To ensure "Know Your Customer" requirements as prescribed by the company are duly adhered to. All the legal and compliance guidelines provided by the company are adhered to.

To ensure that I do the documents original sighting as laid out in the original sighting guidelines of the KYC policy of the bank

ensure that business is solicited as per the guidelines.

Collect customers sign in the agreement and disburse the amount to dealers.

To ensure that no customer application is misplaced and is kept in safe custody.

Remind customers about EMI due dates.

Derive insight to competitor's sales activities and effectively report them to the Sales Manager/ Regional Sales Manager.

Provide additional assistance to customers and dealers.

Maintain complete and detailed knowledge of all assigned products.

Maintain accurate and up to date activity records.

Maximize sales referral opportunities by working with customer service colleagues.

To ensure performance as per the performance management criteria.

Maintain a strong relationship with the clients and build trust among them.

EDUCATION

Calicut university	2017-
BBA Finance	2020
60%	
Kerala State Board	2015-
Higher secondary	2017
79%	
Kerala State Board	2015
SSLC	
89%	

REFERENCE

Ranjith K K - "Manappuram Finance Ltd"

Regional Manager (Kerala)

+91 98479 90900

Sujith P S - "Manappuram Finance Ltd "

Sales Manager (Thrissur, Ernakulam, Idukki)

+91 96333 30686