

# HARISH V S

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## Personal Details

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- Date of Birth : 06/08/1997
- Marital Status : SINGLE
- Nationality : INDIAN
- Gender : MALE
- Language : English, Malayalam, Hindi,Tamil, Kannada.

## Objective

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I seek challenging opportunities where I can fully use my skills for the success of the organization.

## Professional Summary

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- Excellent capability of managing the operations of the bank.
- In depth knowledge of each job and supervising each department.
- Expertise in providing the best solution to the organization which give the bank a new direction of development.
- Proficient in executing the programs using the limited resources.

## Experience

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- **HDFC SALES PVT LTD ( HDFC BANK LTD.)** MAY 2023 - OCT 2023  
RELATIONSHIP MANAGER / HOME LOAN COUNCILLOR
  - Meeting HNI clients and explaining various products related to Loan against property/HF
  - Responsible for Builder relations and Builder Tie Ups to focus on Primary Markets
  - Responsible for Project approvals of Builders
  - Prepare loan applications by accurately completing all required forms and documentation. Ensure that all necessary information is collected and that applications are submitted within specified timelines
  - Maintain regular communication with clients throughout the loan process, providing updates on the status of their applications, requesting additional documentation if needed, and answering any questions or concerns they may have
- **HDB FINANCIAL SERVICES PVT LTD ( HDFC BANK LTD.)** OCT 2021 - MAR 2023  
BUSINESS DEVELOPMENT EXECUTIVE
  - As a BDE / Sales Executive I work very closely with the Sales Manager/ Branch Staff including RM's of the Branch. I Will be allocated Branches for performing the job role.
  - •Ensure all documents are checked in Originals, including KYC. Sign OSV on checking the originals only.
  - Visit the customer's residence / office to pick up the documents as per policy requirement and Login the file (submission of file / application to CPA or, RM, PB in the branch as required).
  - Assessing customer needs and introduce new products and services
  - Making sales referrals, suggest alternate channels and cross-sell products and services
  - Assess customer needs and introduce new products and services (credit cards, saving bonds etc)
- **JUBILANT FOOD WORK ( DOMINO'S PIZZA INDIA )** AUG 2018 - SEP 2021  
PLATINUM TEAM MEMBER
  - Assist management in developing and maintaining a high-performance team
  - Ensure a safe and productive workplace environment
  - Coach and mentor staff to improve their skills and knowledge
  - Assist with the implementation of job-related processes and procedures
- **HARDCASTLE RESTAURANT PVT LTD. ( MCDONALD'S INDIA )** JAN 2016 - AUG 2018  
TRAINEE SQUARD
  - Develop and implement onboarding and training plans for new employees
  - Provide feedback to staff regarding performance and areas of improvement
  - Ensure compliance with all workplace regulations and policies

## Education

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- **University of Calicut** 2018  
Batchelor of commerce
- **G.H.S.S ANCHERY** 2015  
Commerce
- **C.M.S HSS THRISSUR** 2013  
SSLC

## Core Qualification

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- BFSI- Business Development Executive from Tata STRIVE Extension Centre, Mysore, Karnataka, India

## Skills

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- Banking, Commercial Banking, Bancassurance, Wealth Management, Credit Risk, Wealth Management Services, Branch Banking, Retail Banking, Relationship Management, Cross Selling, Core Banking, Private Banking, Credit Analysis, Trade Finance, Team Management, Portfolio Management , MIS, Business Development, Loans, Financial Services, Financial Analysis, Credit Cards, Investments Management, Business Relationship Management, Finance.

## Declaration

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- I hereby declare that all the above facts are true to best of my knowledge