



CONTACT ME



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Dubai



SKILLS

Cash Handling

Financial Management

Internal Controls

Strategic Planning

Risk Management

Management and Supervision

Sales Leadership

Business Development

Time Management & Prioritization

Operations Management

Customer Relationship Management

Communication Skills

Adaptability and Flexibility

Customer service skills

Teamwork

SAGAR HAKIM RAJULA

Versatile professional with a proven track record in various roles, including Cash Custodian in the Corporate Customer Department, Sales Manager & Branch Head. Bringing a wealth of experience in financial management, customer service, and team leadership. Known for meticulous handling of cash operations, achieving sales targets, and effectively managing branch operations. Adept at fostering positive client relationships, implementing strategic initiatives, and driving overall business success. Strong analytical & problem-solving skills with a commitment to upholding the highest standards of integrity and compliance. Seeking a challenging opportunity to leverage my diverse skill set and contribute to the growth & success of a dynamic organization.



EXPERIENCE

Apr 2017 – Feb 2024

CASH CUSTODIAN (CORPORATE CUSTOMER DEPARTMENT) G4S QATAR

Duties & Responsibilities

- Managed and safeguarded cash operations within the Corporate Customer Department of G4S Qatar.
- Proficiently handle large sums of cash, ensuring accuracy, security, and adherence to established cash handling procedures.
- Conducted regular audits of cash holdings to maintain accuracy and accountability.
- Coordinated with corporate clients to address their cash management needs and ensure customer satisfaction.
- Maintained a high level of confidentiality and professionalism in handling sensitive financial information.
- Implemented process improvements to enhance efficiency and reduce the risk of errors in cash handling procedures.
- Maintain accurate records of cash transactions, including deposits, withdrawals, and transfers, while reconciling discrepancies and maintaining internal controls.
- Verify the authenticity of currency, sort bills and coins, and use cash counting machines to expedite and safeguard the cash handling process.
- Prepare and maintain accurate reports and documentation regarding cash activities, such as cash flow statements, deposit records, and any incidents or discrepancies.
- Collaborated with internal teams to address any discrepancies and resolve issues promptly.
- Ensure strict compliance with company policies, procedures, and legal requirements related to cash handling, including adherence to anti-money laundering (AML) regulations.
- Provide excellent customer service to clients, promptly addressing any inquiries or concerns related to cash handling and maintaining professional relationships.

Mar 2016 – Mar 2017

SALES MANAGER

THEJAS HONDA PVT. LTD (INDIA)

Duties & Responsibilities

- Led and motivated the sales team to maximize their potential and meet individual and collective sales objectives.
- Conducted market research to identify opportunities, trends, and customer preferences, providing valuable insights for product positioning.



EDUCATION



**BACHELOR'S DEGREE IN
COMPUTER APPLICATION**
KERALA UNIVERSITY



HIGHER SECONDARY
BOARD OF HIGHER SECONDARY
EXAMINATION, KERALA, INDIA



COMPUTER SKILLS

MS Word

MS Excel

Average typing skills



PERSONAL INFO

Date of Birth : 14-02-1993

Gender : Male

Nationality : Indian

Marital Status : Married

UID : 242236286



PASSPORT INFO

Passport No : Y 9173462

Date of Issue : 18/10/2023

Expiry Date : 17/10/2033



LANGUAGES

English

Hindi

Malayalam

Tamil

- Established and nurtured strong relationships with key clients, fostering loyalty and repeat business.
- Monitored and analyzed sales performance metrics, identifying areas for improvement and implementing corrective actions.
- Conducted regular sales meetings to communicate targets, discuss strategies, and address challenges.
- Stayed updated on industry trends and competitor activities to maintain a competitive edge in the market.
- Provided training and support to the sales team, enhancing their product knowledge and sales techniques.

Feb 2015 – Feb 2016

BRANCH HEAD

TALENT RESOURCE MANAGEMENT, KERALA, INDIA

Duties & Responsibilities

- Oversaw the overall operations of the Talent Resource Management branch in Kerala, India.
- Developed and executed strategic plans to achieve business growth and meet organizational objectives.
- Led a team of professionals, providing guidance, motivation, and fostering a collaborative work environment.
- Cultivated and maintained strong relationships with clients to understand their staffing requirements and ensure customer satisfaction.
- Ensured compliance with company policies, legal regulations, and industry standards.
- Managed financial aspects of the branch, including budgeting, expense control, and revenue generation.

Jun 2013 – Jan 2015

BUSINESS DEVELOPMENT MANAGER

VENTURE SOFTWARE TECHNOLOGIES, KERALA, INDIA

Duties & Responsibilities

- Collaborated with cross-functional teams to develop and execute strategic deployment plans, adhering to project timelines and budgetary constraints.
- Conducted thorough assessments of client requirements, providing tailored deployment strategies to meet their specific business needs and objectives.
- Oversaw post-deployment assessments and feedback collection, leveraging insights to refine deployment processes and enhance client experience.
- Conduct team meetings, facilitate collaboration, and provide leadership.



CERTIFICATIONS & ACHIEVEMENTS



**CERTIFICATE IN INSTITUTION OF OCCUPATIONAL SAFETY
& HEALTH (IOSH)**



**NATIONAL EXAMINATION BOARD IN OCCUPATIONAL
SAFETY & HEALTH (NEBOSH, AWAITING RESULTS)**
MITE CONSULTANCY | OCT 2020



CERTIFICATE OF ACHIEVEMENT
AWARDED THE QUALIFICATION OF WORK AT HEIGHT



CERTIFICATE OF ACHIEVEMENT
**AWARDED THE QUALIFICATION OF BASIC FIRST AID WITH
CPR & AED**

DECLARATION

I do hereby declare that the above-mentioned details are true and correct to the best of my knowledge, Information and belief.

SAGAR HAKIM RAJULA