



HARISH V S

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Personal Details

- Date of Birth : 06/08/1997
- Marital Status : Single
- Nationality : Indian
- Gender : Male
- Language : English, Malayalam, Hindi, Tamil, Kannada.
- Alternative WhatsApp number : +917025767302
- Visa Status : Visit Visa

Objective

• I seek challenging opportunities where I can fully use my skills for the success of the organization. In depth knowledge of each job and supervising each department. • Expertise in providing the best solution to the organization which give the company a new direction of development. • Proficient in executing the programs using the limited resources. • Excellent capability of managing the operations of the Firm. • work to develop a company by evaluating their performance and looking for areas to improve

Experience

- **HDFC SALES PVT LTD (HDFC BANK LTD.) - BENGALURU, INDIA** 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.) - BENGALURU, INDIA** 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) - BENGALURU, INDIA** AUG 2018 - SEP 2021
GUEST DELIGHT 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.
 - Operate all equipment.
 - Stock ingredients from delivery area to storage, work area, walk-in cooler.
 - Prepare product.
 - Receive and process telephone orders.
 - Take inventory and complete associated paperwork.

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
- As the primary front-of-house role, cashiers are the face of the business at QSRs.
- Conducted accurate sales transactions in-store and on drive-thru shifts in an efficient and timely manner.
- Greeted customers and answered their questions about menu items, specialty items, promotions, and combinations.
- Cooked full line of menu items and specialty items, ensuring health and safety standards were met and reporting potential hazards or violations to the crew chief.
- Cleaned assigned work areas, dining tables, and serving counters meeting establish quality standards.
- Replenished and stocked service stations, cabinets, and tables, and followed safety protocols to ensure an enjoyable dining experience.

Education

- **BACHELOR OF COMMERCE - FINANCE** 2018
UNIVERSITY OF CALICUT
- **COMMERCE - FINANCE** 2015
Govt.HSS Anchery
- **SSLC - 10TH** 2013
C.M.S HSS THRISSUR

Certifications

- - Business Development - (BFSI)
 - Introduction To Anti-Money Laundering Regulations
 - Know Your Customer & Customer Due Diligence Training

Skills

- Business Development, Teller, communication and interpersonal skills, negotiation skills, research and strategy, business intelligence, and networking, Analysing ROI data, Microsoft Office (Excel, Word, Powerpoint), 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, Loans, Financial Services, Financial Analysis, Credit Cards, Investments Management, Business Relationship Management, Finance, Customer service, Anti-Money Laundering (AML),Know Your Customer (KYC), Customer Satisfaction, Team Management, Food and Beverage Higiene, Inventory Management, Training,Team Building, Retail, Performance Management, Hospitality Management,Excellent people skills, Superb listening skills,Cash handling skills.Works well with others, Multi-tasking and time management skills, Ability to work quickly and efficiently

Declaration

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