

# VAISAKH P

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*A performance driven professional, targeting senior-level assignments in **Accounting, Finance and Relationship Management**, preferably in **Banking industry**, with an organization of high repute*



## Profile Summary

- A goal-oriented professional, offering **7 years** of experience in **Finance and Banking industry**
- **Banking professional** successful at **cross-selling** bank products and services
- Exhibited excellence in **customer service operations**, ensuring overall performance of professionals, implementing corrective measures & retention of existing client base

## Core Competencies

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|-----------------------------------|-------------------------------|------------------------------|
| - Strategic Planning & Leadership | - Customer Service Excellence | - Operational Excellence     |
| - Stakeholder Engagement          | - Cross-Selling Bank Products | - Cash Management Processes  |
| - Budgeting and Administration    | - Account Analysis            | - Training and Quality Mgmt. |

## Organizational Experience

Sales Manager  
White Hat Jr

Feb 2022- Sep 2024

### Key Result Areas:

- Dealing with U.S clients and enrolling them for coding courses
- Meeting the required target and dealing with all client queries.
- Following up the registered clients and enquiring about the course.

Assistant Relationship Manager  
RXIL (Receivables Exchange of India Ltd), Bangalore

April 2021-Nov 2021

### Key Result Areas:

- Handling both Buyer and Seller for the registration process in TReds platform
- Helps the customers in uploading their invoices in Treds platform
- Ensure that transactions are completed within the stipulated time period.
- Guide the customers for accepting bids in the TReds platform
- Coordinating with financial team to make sure that the bids are available for the customers once they upload the invoice immediately in the platform.

CASHIER  
UAE Exchange Centre LLC, UAE

Sep 2016- Nov 2020

### Key Result Areas:

- Greet customers and provide prompt, courteous, and efficient service.
- Process deposits, withdrawals, and payments accurately.
- Handle cash and checks, ensuring all transactions are balanced at the end of the day.
- Assist customers with requests on international money exchange
- Maintain and balance the cash drawer daily.

## Certifications

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- Certified from IIFCA Academy in Tally ERP 9 and IMAT
- Certified from IIFCA Academy in Advanced Excel
- Certificate of participation in the event entitled Stock Market from Alliance University

## Projects Undertaken

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- A project on Kerala State Financial Enterprises (KSFE Ltd.) Limited
- A study on Profitability, Liquidity and Solvency Position of Oushadhi Pharmaceutical Corporation
- A study on Process of Cash Management in different banks

## Education

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- **2015:** Master of Business Administration (MBA) in Finance from Alliance University, Bengaluru
- **2012:** Diploma in ERP (Financial Accounting) using Tally from NIIT
- **2012:** Bachelor of Commerce (Finance) from St. Aloysius College, Elthuruth
- **2009:** 12th from Bharatiya Vidya Bhavan, Poochatty, Thrissur

## Personal Details

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<b>Date of Birth:</b>	27th May 1991
<b>Languages Known:</b>	English, Malayalam, Hindi and Tamil
<b>Address:</b>	Spain Cluster, S10, Dubai International City, Dubai