

RESUME

ARAVINDHARAJAN.C.S



Address

Ras Rumman, Manama
Bahrain.

csaravindhharajan.br@gmail.com

Mobile : +973 33395489

Personal Data:

Father name : Shanmugam C
Date of Birth : 03.06.1992
Gender : Male
Nationality : Indian
Marital Status : Married
Passport No : L3796112
CPR No : 920663710

Languages:

- English
- Tamil
- Malayalam

Strength:

- Positive Thinking
- Broad Minded
- Friendly Approach
- Optimist

Skills:

- Business Administration
- Risk Management
- Credit Assessment
- Leadership

A professional with **6+ years of experience** in Sales, Cross Sales, Branding, Customer Service, Strategies, Market Research, Analyzing Data, Operations and Presentation. Strive to understand the client's needs and provide exceptional results.

Specialties: Digitization, Business Development, Direct & Online Marketing, Cross-sell & Up-sell, Retail Marketing, Leadership, Strategy and Organizational Communications.

Employment Details:

APR 2017 – JULY 2022: ICICI Bank Limited- INDIA- Manager I – Personal & Business - Relationship Manager.

- Responsible for **Handling a region** with a team of 11+ officers and directing executives in the field to do day to day business with special focus to high priority sector customers.
- Managing customer centric **Banking operations & ensuring customer satisfaction** to cross sell other products.
- Handling 6 Branches** and Dealers in sourcing applications for demanding additional business also ensuring **KYC/AML** for regulators.
- Evaluate risk in operations** in certain areas to maintain the controls as per the policy given by organization. Maintain the approval and disbursement TAT.
- Supervise and guide the sales team assigned for **managing relationships with existing and new customers**, maintain the record for the internal audit(IAD).
- Basic Credit analysis** in order to find out the eligibility and repayment capability of customers.

NOV 2015 – MAR 2017: ICICI Bank Limited- INDIA- Deputy Manager I – PRIVILEGE BANKER- Trading Operations

Job Description: Trade Finance Management:

- Defined to **Trading Operations** such as establishing **remittances, Travel card operations and NRI repatriation** with existing NRI customer, Current account customer and NCA's.
- Monitoring all Inward / Outward remittances which include **wire transfers** (m2I & M2W), settlements, Remittances, **SWIFT Operations** etc.; communicating as per RBI guidelines.
- Work with stakeholders** for the Risk, regulatory maintenance and compliance department.
- Dedicated service area by **giving priority service** for all banking needs from Deposits, Loans, Cards to investment & insurances.
- Priority processing with OTC and services by appointment increases the **book value in CASA**.

Academia

- PGDB (POST GRADUATE DIPLOMA IN BANKING & FINANCE) (2014 –2015)** from Manipal Academy, Bangalore with 7.3 CGPA
- BACHELOR OF ENGINEERING (EEE) (2009- 2013)** from Anna University, Chennai with 70.2 CGPA.
- HIGHER SECONDARY SCHOOL** from V.V Matric Higher Sec School, Tiruchengode with 80.2% in **2009**
- SECONDARY SCHOOL** from Gandhi Nagar Matric Higher Sec School, Thiruvannamalai with 82.09% in **2007**

Achievements

- IRDA, AMFI – MF, NISM -SECURITY DEPOSITORY (85% Marks)** Certificate holder.
- Received honors from **Ms. Chanda Kochhar**, MD & CEO of ICICI Bank for exemplary performance in PGDB Course.
- Received the star performer award in NCA (SEP'16 to DEC'16) and Investment product (MAR'17) for the best Performance in the Region.
- Received the **Insurance GI retail champion** award in the period of JAN'18 to MAR'18 and Qualified for PL Champain League **RRR contest** on FEB'19.

Area of Interest

- Relationship Management
- Business Manager

Personal Traits

- Good Organizational Skills
- Active listener
- Self-Motivated and determined to achieve the goal.

Hobbies

- Swimming
- Outdoor Sports
- Listening to Music and watching Movies

I hereby declare that the information stated above is true and correct to the best of my knowledge.

Place: Bahrain

Yours Sincerely,

ARAVINDHARAJAN CS