

Hareesh K U

Branch Relationship Manager

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Emirates.

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OBJECTIVE

To become an integral and contributing part of the organization as an aggressive member in the sales team by performing to the fullest ability to take the organization to further heights.

LANGUAGES KNOWN

English | Hindi | Malayalam | Tamil

EXPERIENCE

➤ **AL NOOR PIPE LINE CONSTRUCTION LLC- AJMAN, UAE** **SALES EXECUTIVE (2014 JUNE 3 TO 2014 NOVEMBER 01)**

- Meeting with all clients daily
- Achieve daily and monthly targets .
- Meet all buyers and make discussions with them to improve sales.
- Dealing financial and payments responsibilities.

➤ **MUTHOOT MICROFIN LTD – KOCHI ,KERALA, INDIA**

BRANCH RELATIONSHIP MANAGER (04/Aug/2017 to 20/Jan/2020.)

- Achieving the given sales targets.
- Meeting with the customers and clients.
- Customer care and supports all over the area and updating manufacturing system analyzing.
- Meet all customers and make discussions with them to improve sales and Daily reporting to Area sales manager.
 - Team Handling

➤ **SBI CARDS & PAYMENT SERVICES LTD – KOCHI, KERALA, INDIA**

Sr. BRANCH RELATIONSHIP MANAGER (21-Jan-20 to 10-FEB-21)

- Maintain organizational documents and the document management system. Identify and investigate the need for documents of various types. Ensure that organizational documents go through a documented and approved review-and-approval process before being stored.
- Maintaining excellent relationship with employees of the assigned branch.
- To resolve the queries and complaints of SBI Card customers coming to branch.
- Team handling.
- Maintain monthly sales targets.

➤ **EMIRATES NATIONAL BANK OF DUBAI – BUSINESS BAY DUBAI, UAE**

RELATIONSHIP OFFICER (CREDIT CARD AND PERSONEL LOANS) 2021 FEB 21 TO APR 22

- To promote the sales of various personal banking products in the allocated markets.
- To achieve sales targets agreed with the Direct Sales Manager.
- To provide MIS & competitor feedback on a weekly basis.
- To conduct promotional activities group meetings and road shows to achieve budgeted sales volumes. This is with respect to establishing company tie-ups for selling cards.
- Managing achievements of sales objectives by setting sales targets.

PERSONAL STRENGTH

- Self-motivated high level of commitment to the job and organization.
- sincerely and hard working.
- Confident and communication skills.
- Analytical mind and managerial skills.
- Ability to work independently

EDUCATIONAL QUALIFICATION

COURSE	SCHOOL/COLLEGE	YEAR OF PASSING	PERCENTAGE OF MARK	UNIVERSITY/BOARD
SSLC	SNVSKTHSS	2006	70%	HSE BOARD
PLUS TWO	SNVSKTHSS	2008	69%	HSE BOARD
DEGREE	SREE SANKARA COLLEGE	2012	60%	MG UNIVERSITY

PERSONAL PROFILE

DATE OF BIRTH	16/10/1990
MARITAL STATUS	MARRIED
FATHERS NAME	UNNIKRISHNAN K M
RELIGION	HINDU
PERMENENT ADDRESS	KAPPURIPARAMBIL HOUSE NANTHIYATTUKUNNAM PO NORTH PARAVUR
PIN CODE	683513
STATE	KERALA
COUNTRY	INDIA

I do hereby declare that the above information's are true and best of my knowledge.

Place:

Date:

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