**RESUME**

**MadhuKumara G S**

Mob: 9844650364

Email: madhukumargs0477@gmail.com

**Carrier Objectives:**

To pursue a growth oriented career with a progressive company that provides scope to apply my knowledge and skills that would help me to contribute my best to the organization.

**Work Experience:**

**Organization :Bajaj Finance Ltd**

**Duration** : **Sep 2014 - 31st Mar 2019**

**Job Title :Senior Sales Associate**

**Work summary:**

* Identifies business opportunities by identifying prospects and evaluating their position in the industry, researching and analyzing sales options.
* Sells products by establishing contact and developing relationships with prospects; recommending solutions.
* Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
* Maintains quality service by establishing and enforcing organization standards.
* Contributes to team effort by accomplishing related results as needed.

**Organization :Bajaj Finance Ltd**

**Duration** : **April 08 2019 – Till Now**

**Job Title : Assistant Credit and Operation Manager**

**Work summary:**

* Assisting managers in reviewing customers or potential customers files for creditworthiness.
* Assisting the Managers in creating plans to accomplish company and department goals.
* Work alongside managers in scheduling, recruiting, training, and evaluating collections department employees.
* Analyzing the data and summarizing the collector’s performance using procedures generated by the corporate office and makes recommendations based upon analysis pf data.
* Monitoring the delinquent accounts to encourage staff to achieve company standards of delinquency.
* Develop productive, profitable and achievement oriented working environment for employee .
* Supervise operations team to ensure operational excellence and excellent customer service .

**Campus Activity**

* I secured B- Certificate with ‘B’ grade in 2012 and C- certificate with ‘A’ grade in 2014 Conducted by DG NCC from Ministry Of Defense, Government Of India.
* I got a Kudos award from Bajaj Finance Ltd in 2020.

**Area of Interests:**

* Reading: books based on history, politics and psychology.
* Sports: Volleyball, Cricket.

**Education Qualification:**

Bachelor of Business Management – HR

JSS College, University of Mysore

**Academic Record:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Qualification** | **University** | **Year** | **Percentage** |
|  |
| BBM | JSS College Mysore | 2014 | 59.20% |
| PUC | Pre-University Education Board | 2011 | 56.83% |
| SSLC | Karnataka Secondary Education Examination Board | 2009 | 57.92% |

**Key SkillsandAttributes:**

* Excellent verbal and written communication.
* Efficient team player and proven leadership qualities in various spheres of organizations.
* Computer skills: *MS office package- Word, Access, PowerPoint.*

**Personal Data:**

Name : MadhuKumar G S

Father’s Name : ShivaKumar G B

Date of Birth : 15th May 1994

Languages Known : English, Kannada.

Nationality : Indian

Present Address : Hosahundi, Kasaba Hobli,Mysore-570025

I hereby declare that the information furnished above is true to the best of my knowledge

 (**Madhukumara GS)**