SHYAM SANKAR S

H: +91 9778797995, shyam.sankar728gmail.com

**Experienced Banking &Financial service, 18+ YearsExperince**

# SUMMARY

Result-oriented Branch Manager having ample amount of knowledge in banking and Finacial service sector sectors. Familiar with all relevantgoverning acts and statutes, as well as strategies and best practices to improve operations and enable business growth. Decisive leader, strategic planner and complex problem-solver, also Hands-on, client-oriented banking professional who implements creative investment strategies and is dedicated to continuous improvement.

# SKILLS

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| * Sales proficiency
* Client services
* Strong work ethic & sense of banking ethics
 | * Relationship building & Management
* Research/due diligence
* Leadership
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**EXPERIENCE**

# NOW IAM WORKING AS REGIONAL MANAGER IN MUTHOOT SYNDICATE LTD…

# Preparing and presenting regional reports for senior management

# Mentoring employees and suggesting training programmes

# Overseeing the recruitment of employees in their region

# Reviewing the key performance indicators of their region

# Negotiating contracts with suppliers, vendors and manufacturers

# Developing business, marketing and advertising plans

# Planning and evaluating operations to be cost-effective

# Ensuring employees reporting to them follow the company's standards and procedures

# Preparing quarterly and yearly reports, analyses, statements and reports on finances and operations

# Enforcing the company's rules and regulations

# Ensuring the completion of paperwork from their region

# Interviewing candidates and managing staff as per contractual obligations

# Developing project plans and assigning regional project personnel

# Seeking new business opportunities in their region and securing contracts for the company

# Securing long-term relationships by maintaining practical client relations

# Following programme management principles to execute and plan various team activitie

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| **01/2022to 1/2023** | **SR.SALESOFFICER****National General Insurance** - Dubai. UAE* Assist the client in selecting the appropriate insurance provider or policy. Resonsible fot achieving individual target and to meet and visit different clients and clients sites thoroughly understand the product that have great demand im customers, .
* Responsible for Maintaing good relatiom ship with customer and reviews

the client policies once a year. To research sales statics and sales potential with new business in our target people. To make uoselling and cross selling in a particular product. |

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| **06/2020to 01/2022** | **Branch Operations Head****Lokanethra credits &Finance Ltd**－ **kerala India*** I was looking after entire branch Operations as well allocated sales budget of the branch, Managing Team of Fifteen plus peoples.To achieve our branch products like SME Loans. Home loan. GL and other products targets
* Build productive relationships with stakeholders to continually develop new

business. Keep monitoring of daily Forex transactions as well CMS transactions of the branch. Acquiring new customer relationship, including checking, servicing and lines of credit. Researched banking guidelines and statutoryrequirements to stay updated on new laws and applications. |

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| **11/2017 to 2/2020** | **RELATION SHIP MAANGER** **MASHREQ AL MADEENA - D**ubai Uae* . New leads generation through various prospecting methods, which presented opportunities to sell services and build a larger client base. TO promote mortgage loan ,autoloan ,credit card and personel loan

Also manage sales Team of the BANK on the way of proper training and handholding about the process/compliance and New business.* Maintained good client retention rate by suggesting strategic investment plans

Andresearch and identifying mew buskness plansincludinh new markets.. |

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| **12/2010 to 10/2017** | **Branch Manager.****Muthoot Finace Ltd** －kerala* Managed the Branch. Customer service and new business acquisition. Performed frequent customer visits to maintain positive and productive relationships.To supervise all staff for busness development. To checkadministration, accounting and allthe transcations and cash management Manage a team of 20 plus people in our branch
* More focused on HNI Clients of the Branch as well Government Business
* Provided an exemplary level of service to clients to both maintain and extend the relationships for future business opportunities.
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| **10/2008 To 12/2010** | **Relationship Manager****Muthoot Finance Ltd**－ kerala. India* Sales of Online Trading, Demat accounts.,fixed deposits, moneytransfer, forex, insurance, msme loans and housing loans etc
* New leads generation through various prospecting methods, which presented opportunities to sell services and build a larger client base.
* Reviewed and analysed client financial data to properly plan out proposals

that would enable them to meet their wealth portfolio needs. Revenue/Brokerage generation was the main task from the clients. |

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| **05/2004 to 07/2008** | **Sales Executive****Axis Bank Ltd**－ keral. India* Sales of sme loans, credit cardd, personel loan, home loans Savings/current accounts and Online Trading and Demat accounts
* Performed frequent customer visits to maintain positive and productive relationships.
* Identified lucrative business prospects through cold calling, networking, marketing and database leads.
* Received company Employee Performance Award after sales of 100

accounts in one month. |

**EDUCATION AND TRAINING**

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| **2000** | **BSc**: Zoogy**University of kerala - india** |

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| **2004** | **Bcom** : Account and Finance**Umiversity of chattisghatt**－ imdia |

# AWARDS

* Secured Top position in pan infia (2014)for selling highest number of Fd mobilsation and Pancard
* Three times Qualified in Regional level R&R for out standing performance in Value build up in CA+SA accounts and Revenue generation from Third party products
* Received appreciation certificate for Satisfactory audit rating – Muthoot Finance ltd(2015)
* Received appreciation certificate from President and Head – Branch Banking for qualified In Central level contest for sourcing highest life insurance, Sme loans and general insurance (2017)**.**

# CERTIFICATIONS

* 1. **Gold loans2) Insurance 3) Mutual fund (AMFI)3. Sme loans 4)credit cards 5)home loans6)personel &Auto loans**

# PERSONAL INFORMATION

Date of Birth : 29th May 1980 sex

: Male Marital Status : Married

Contact : +91 9778797995

Email : siyamjvt@gmail.com

# REFERENCES

Mr Deepenu hareesh Mr Anil

Assistant Vice President Assistant Vice President

Muthoot Finace Ltd Lokanethra finace ltf

Kollam Branch kollam

M : +91 9562740727 M : +917594048100

# DECLARATION

I hereby, confirm that above stated information are correct and best of my knowledge.

Thanking you, Shhyamsankars