

# DHEERAJ P

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## SUMMARY

To work in an innovative and competitive world that will help me to explore myself and to realize my potential and to work with dedication in fulfilling my organization's and my goals and hereby contribute in organizations and personal growth.

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## EXPERIENCE

**Sales Manager, 09/2023 - Current**

**CSB BANK LTD**

- Maintain the productivity of the sales officers (SOs) and AM sales. Achieve sales target through direct effort and by managing a team of SOs and AMs.
- Responsible for generation of revenues through sale of CASA, Assets and Third Party Products like Insurance, Mutual Funds, Online Trading, and Demat Accounts etc. through the Sales Channel.

**Relationship Manager, 05/2022 - 09/2023**

**ICICI BANK LTD - Kanhangad**

- Responsible for doing all banking services.
- Manage relationship with Customers/Branches.
- CASA mobilisation, Life insurance, mutual funds etc.

**Credit Life Officer, 07/2021 - 04/2022**

**Canara HSBC OBC - Kanhangad**

- Preparing Loan Applications.
- Evaluating clients' financial information and calculating risk ratios.
- Setting up payment plans for clients, explaining monthly installment amount.

**Business Development Manager, 10/2019 - 06/2021**

**HDFC LIFE - Kasaragod**

- Team Management-Recruiting, training and handling sales teams.
- Work with agency team in identifying, evaluating and managing new business opportunities and marketing initiatives.

**Sales Associate, 02/2017 - 02/2019**

**SPORTLAND GROUP - DUBAI, UAE**

- Provide one on one customer service assistance in the selection and purchase of merchandise.



## PERSONAL INFORMATION

**Address:** Kasaragod, Kerala 671310

**Phone:** +91 8867988623

**Email:** dheerajp2992@gmail.com

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## SKILLS

- MS Office
- Team management
- Lead generation
- Problem solving
- Revenue generation
- Employee training

- Collects of forms of payment such as cash, vouchers and credit cards and generate bill receipt through POS.
  - Prepare inventory and stock report, reconcile register draw and sales receipt and prepare bank reports.
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## EDUCATION

**BE, Electronics and Communication**

**KVG College of Engineering** - Sullia, D.K

**Higher secondary Education**

**GHSS Kuttamath** - Kasaragod, Kerala

**Secondary Education**

**KMVHSS Kodakkat** - Kodakkat, Kerala

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## ACHIEVEMENTS

- 3rd topper in HDFC LIFE circle, 07/01/20
  - Super Star Club and Choice Gallantry Award in Canara HSBC, 08/01/21
  - Certificate of appreciation for Life Insurance in ICICI Bank, 01/01/23
  - Certificate of appreciation for QR/POS and Life insurance in CSB Bank, present
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## LANGUAGES

- English
  - Hindi
  - Malayalam
  - Kannada
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## HOBBIES AND INTERESTS

- Reading books
  - Playing games
  - Internet Surfing
  - Listening Music
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## DISCLAIMER

I hereby declare that the above-mentioned information is correct and very much sincere as far my knowledge and belief.

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## PERSONAL INFORMATION

- Date of Birth: 04/29/92

- Nationality: Indian
  - Marital Status: Married
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## **PERSONALITY STRENGTHS**

- Quick learner and Hard worker
- Disciplined and punctual
- Optimistic and Confident
- Self-Motivated with ability to work independently or as a team member