

# SANISH T

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☎ Phone: +91 9745606010

📍 KOZHIKODE, KERALA, INDIA

## 👤 PERSONAL DETAILS

Father's Name : Sukumaran T

Nationality : Indian

Martial Status : Married

Date of Birth : 27th May 1984

## 🏠 PERMANENT ADDRESS

Thacharakkal House  
Olavanna Post  
Pantheerankavu Via  
Calicut , Kerala 673019

## 🖥️ SOFTWARE SKILLS

MS Word,

MS Excel.

Power Point,

Finacle

Talley Version - 5.4, 6.3 & 7.2

## 🗣️ LANGUAGES KNOWN

English

Hindi

Malayalam

Tamil

## 📄 CERTIFICATION

IRDA Certificate

## CAREER OBJECTIVE

To obtain executive sales/ Operations staff management position within a growth oriented, progressive company. I wish to apply my business development sales skills to an environment where they will make a significant impact on the bottom line.

## EMPLOYMENT HISTORY



### RBL Bank Limited

Calicut Branch, Kerala

Designation: **Relationship Manager (Grade: Deputy Manager)**  
(February 2020 to till present)



- New to bank acquisition of CASA accounts through open market lead generation and closure
- Adherence to bank policies and guidelines such as KYC & AML
- Ensure successful onboarding of customer for a smooth transition to branch banking team
- Activation of customer-Ensure that customer maintains required balances & starts transactions in his account.
- Cross sell the products – LI, HI, GI, SIP, CDC
- Recurring deposit (RD) and Fixed Deposit (FD)



### SBI Life Insurance Co. Ltd.

Calicut Region, Kerala, India

Designation: **Senior Business Development Executive**  
(Sales Banc Assurance Channel)

(September 2019 To January 2020)



- Insurance Policy selling through Bank Staff (Indian Bank)
- Generating Revenue for Bank
- To ensure the participation of all bank staffs for Insurance selling
- Target achievements.



### **IDBI Federal Life Insurance Co. Ltd.**

Calicut Region, Kerala, India

Designation: **Senior Relationship Manager (Sales Banc Assurance Channel)**

(16<sup>th</sup> January 2017 to 09<sup>th</sup> September 2019)

- Responsible for generating revenues through Life Insurance Policy
- Generate referrals from prospects and customers
- Cross selling bank third party product to the exciting base of clients.
- Ensure achieving bank for income also our company target.
- To help Bank staffs to achieve their third-party targets.
- Responsible for giving services to the existing customers.



### **Bajaj Allianz Life Insurance Co. Ltd.**

Calicut & Wayanad

Designation: **Senior Customer Support Executive (Operations Department)**

(3<sup>rd</sup> December 2007 to 04<sup>th</sup> January 2017)

- All types of Life Insurance Policy Service
- Customer Service for their Insurance Policies
- Insurance Agent Monitoring
- Branch banking activities



### **TM Steels & Cements**

Calicut

Designation: **Asst. Accountant & Cashier**

(14<sup>th</sup> November 2004 to 30<sup>th</sup> November 2007)



**T.M.STEELS & CEMENTS**

- Preparing quotation of Metals and Cements
- Billing,
- Cash Collection And Bank Deposit
- Bank Reconciliation
- Follow up for credit customers and ensure the repayments



## **EDUCATIONAL QUALIFICATION**

### **Bachelor's Degree**

Field of Study : **B Com ( Income Tax )**

Institute/University : PSVM College / Calicut University

Graduation Date : 13th July 2004

**Secondary Education**

Field of Study : **Pre Degree – Commerce Group**

Institute/University : Zamorin's Guruvayurappan College/Calicut University

Graduation Date : 23rd June 2001

**High School Education**

Field of Study : **General Education Department Kerala Govt. – SSLC**

Institute/University : Govt. Of Kerala

Graduation Date : March 1999

**DECLARATION**

I hereby declare that, information furnished above are true and correct to the best of my knowledge and belief.

Place : Calicut

**SANISH T**

Date :