

# NIYAS TS

Home Loan Area Manager at HDFC



## Contact

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## Skills

- Computer Skills
  - Microsoft Excel
  - Microsoft Word
  - Microsoft Power Point
  - Tally
- Sales and marketing
- Business Development
- Client Relationships & Customer Service
- Project Planning & organizing
- Team Management
- Financial Services
- Effective Communication

## Languages

- English
- Hindi
- Malayalam

Motivated professional with extensive experience in Sales, Marketing, Mortgage Origination, and Business, Management. Self-organized, focused and profit driven who pays attention to detail having the ability to operate efficiently and precisely.

## Employment History

### Production Operative Jan 2023 -Till date

INGRAM micro, Norwich, UK

- Assemble goods on a production line
- Report equipment faults to maintenance staff.
- Monitor production and carry out basic testing and quality checks.
- Scanning barcoded stock into the warehouse
- Lifting boxes on a daily basis including occasional heavy manual work

### Warehouse Operative Dec 2022- Jan 2023

Amazon, Norwich, UK

- Comply with all the warehouse procedures, processes and safe working practices
- Follow work to list as directed by area supervisor
- Scanning barcoded stock into the warehouse
- Working to tight deadlines and completing various tasks at short notice
- Lifting boxes on a daily basis including occasional heavy manual work

### Area Manager Apr 2022 – Nov 2022 HDFC Kochi, Kerala - India

- Managing and coordinating the customer service,
- Sales and operational functions of multiple selling areas for overall area.
- Working closely with Broker and co-Agents to determine project marketing needs and formulate effective solutions on the mortgage section.
- Implementing the strategies for enlisting "Distributors and Connectors" to increase the Business.
- Responsible for development, training, and implementation of strategic sales and marketing goals for local sales teams.
- Monitoring and reporting on program performance and outcomes within the area of responsibility to senior-level executives

### Branch Manager Oct 2019 - Jun 2021

INDUSIND BANK LTD Kochi, Kerala - India

- Managing the team and established sales goals that staff members are expected to accomplish, then supervised and mentored them to be successful.
- Conducted Promotional Activities to circulate the Loan Products and Insurance products.
- Took the initiative of Home Loan Marketing (External & Internal Customers) and retained Customers who are about to leave the institution.
- Responsible for Managing Sales and collection operations activities for branch.

## **Branch Sales Manager** May 2016 - Oct 2019

DHFL LTD Kochi, Kerala – India

- Responsible for the sales of Insurance products related to home loan.
- Established and monitored sales goals by adding more Distributors and Connectors to improve the business.
- Planning activities for the team to achieve the monthly sales target.
- Ensured the customer collaboration and resolved any sales related issues with customers.
- Managing the mentoring the 10-member sales team.
- Ensured the exceptional client experience by supervising loan process

## **Sales Officer** Feb 2014 - May 2016

HDFC Sales Ltd Kochi, Kerala- India

- Responsible for the Home Loan Marketing for internal and external customers.
- Collaborating with builders and Real Estate Developers to get into maximum of the Business Market.
- Coordinated the entire team on behalf of the team lead.
- Conducted promotional activities to circulate the Loan Products.
- Reported sales results to senior officials on a regular basic

## **Senior Sales Executive** Aug 2013 - Feb 2014

ICICI Bank Kochi, Kerala- India

- Worked as Senior sales executive for home Loan & Mortgage loan Marketing. Reporting the daily sales report ,
- Conduct various promotional activities to retain the customers .
- Maintained successful relationships with business referral sources

## **Education**

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- Master of Business in Marketing & Finance from ANNA University – India (2011-2013)
- Bachelor of Commerce from M.G. University, Kerala – India (2008-2011)
- Higher secondary, Directorate of higher secondary education Kerala India 2006 – 2008
- SSLC, Kerala board of examination 2005