



# RAJAKUMAR RAMESAN

Relationship Officer

## About Me

Innovative Relationship Manager focused on developing strategic business opportunities by delivering exemplary service to each client's individual needs. Respected professional with exceptional knowledge regarding risk management. Reputation of balancing productivity and exceptional customer service. Committed to resolving issues and promoting customer loyalty to drive business success.



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Dubai,UAE

## LANGUAGE

- English
- Hindi
- Malayalam

## EXPERTISE

- Proficient at grasping new technical concepts quickly & utilizing it in a Productive manner.
- Analytical, interpersonal and problem solving abilities.
- Open to any challenging work and learner by observation
- Wealth management offerings
- Customer portfolio management

## EXPERIENCE

Innovation Driven Marketing Management  
Dubai-UAE

April 2023 to Currently Working

- RAK BANK Credit Cards Retail Banking.
- Streamlined workflow by consolidating lengthy processes and redundant documentation, resulting in more effective and timely completion of Submissions.
- I worked directly with senior leadership to develop an awareness among new recruits to thoroughly understand policies implemented by the bank for sourcing Quality Prospects.

Finone Marketing LLC  
Dubai-UAE

Feb 2022 to March 2023

- Sharjah Islamic Bank retail banking.
- Credit Card Sales.
- Developed loyalty programs to reward and maintain customer retention.

Axis Bank Pvt Ltd  
Kerala-INDIA

June 2018 to July 2019

- Loan Disbursement for small Group of 5-8 members.
- Penetrated targeted accounts to generate sales from within client base.
- Communicated with local organizations to build networks and develop leads.
- Engaged with customers to build business relationships.

## EDUCATION

MG University

Bachelor of Computer Application  
2013-2016  
GPA 68%

Kerala State Board Of Examination

PLUS TWO Computer Science  
2011-2013  
GPA 80%

## SKILLS SUMMARY

Prospect Targeting  85%  
Project Management  81 %  
Effective communicator  90%