

VAISHNAVEE K K

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CAREER OBJECTIVE

To work in a challenging and result-oriented position which provides strong opportunities to utilize my present capabilities, enhance my knowledge base, and contribute effectively to organizational growth with continual improvement.

PROFESSIONAL EXPERIENCE

Senior Key Relationship Manager July 2026 – Present
Bajaj Life Insurance | Chennai

- Driving high-value customer acquisition, financial planning, and life insurance solutions.
- Managing key client portfolios, retaining high-net-worth clients, and maintaining strategic business partnerships.
- Consistently delivering on performance metrics, cross-selling targets, and specialized client advisory services.

Relationship Manager - II April 2024 – June 2026
City Union Bank | Chennai

- Managed relationships with retail and corporate banking customers to optimize client retention.
- Promoted banking products such as loans, deposits, insurance, and investment services.
- Achieved monthly and quarterly sales targets through proactive customer engagement and business development.
- Handled customer queries, account servicing, issue resolution, and conducted financial assessments to recommend suitable banking solutions.
- Coordinated efficiently with internal teams for smooth daily banking operations.

ACADEMIC QUALIFICATIONS

Degree / Qualification	Institution	Year	Percentage / Grade
MBA (Finance)	Sri Kaliswari Institute of Management Technology	2021 – 2023	73.4%
Bachelor of Commerce (B.Com)	Sri Sarada College for Women	2018 – 2021	84.5%
Higher Secondary (12th)	Sri Jeyendra Saraswathi Swamigal Golden Jubilee Hr. Sec. School	2017 – 2018	70.5%

SKILLS & TECHNICAL CERTIFICATIONS

Core Skills:	Relationship Management, Key Account Management, Retail Banking, Financial Analysis, Customer Acquisition, Cross-Selling & Upselling, Loan Processing, Banking Operations
Certifications:	Digital Marketing (Google Certification), MS Excel Basic & Intermediate (Coursera), Tally ERP9 (TCPS), DCA (TCPS), DTP (TCPS), MS Office

PROJECTS

- Final Project:** A Study on Working Capital Management in Larsen & Toubro Ltd (Duration: 1 Month | Jan 2023)
Major Project: A Study on E-Commerce Influences in Tirunelveli District (Duration: 1 Month | Apr 2020)
Mini Project: A Study on Online Marketing Among Students (Duration: 3 Weeks | Apr 2019)

PERSONAL DETAILS

Father's Name:	V. Kannan	Date of Birth:	14/09/2000
Languages:	English, Tamil, Hindi, Kannada	Marital Status:	Married
Key Strengths:	Quick Learning, Multi-Tasking, Time Management, Team Management, Communication, Problem Solving		
Extracurricular:	Bharatanatyam Dance, Singing, Reading, Painting, Travelling		

Place: Chennai
Date: (Vaishnavjee K.K)