

RAMYA PARANTHAMAN

RELATIONSHIP MANAGER

Skilled and detail-oriented professional with over 11 years of experience in the banking sector, including 6 years in the UAE, specializing in conducting in-depth research and analysis of financial markets and investment options with a proven track record in developing tailored investment and portfolio management strategies for clients based on their unique financial situations. Expertise includes portfolio management, sourcing financial products and acquiring new clients, ensuring strict compliance with relevant regulations and industry standards. Passionate about continuous learning and staying updated with the latest market trends to focus on maximizing returns while minimizing risk.

Currently seeking a role as **Relationship Manager – Investment and wealth management** to apply extensive experience and dedication to assist customers to make suitable investment decisions.

WORK EXPERIENCE

FIRST ABU DHABI BANK | DUBAI | UAE

Industry – Banking

BUSINESS DEVELOPMENT RELATIONSHIP MANAGER

April 2019 – Till Date

- **Managed relationships with HNW clients**, ensuring high levels of trust and satisfaction while supporting their financial needs.
- Develop new client relationships and expand asset under management.
- Provide tailored financial solutions comprehensive wealth management
- Cross selling with personal loan and credit card options.
- Identify new business opportunities and conduct regular client meetings
- Stay updated on market trends and economic developments to assist customers on their investment decisions.
- Ensure compliance with internal controls and regulatory requirements.
- Refer leads to the portfolio managers

STANDARD CHARTERED HOLDINGS | DUBAI | UAE

Industry – Banking

BUSINESS DEVELOPMENT EXECUTIVE

November 2016 - March 2017

- **Identify, target, and acquire new clients**, while building and maintaining strong relationships with existing clients to drive business growth.
- **Assist customers by providing detailed information** and guidance on various financial products, including personal loans, credit cards, accounts, and mortgage loans.
- **Conduct thorough market research** to identify emerging trends, competitor activities, and potential business opportunities.
- **Drive the achievement of sales targets** by promoting and cross-selling a range of banking products and services, tailored to meet client needs.
- **Work closely with product, marketing, and operations teams** to ensure seamless delivery of services and client satisfaction.
- **Regularly track and analyze performance metrics**, preparing detailed reports for senior management for decision making.

STANDARD CHARTERED BANK | CHENNAI | INDIA

Industry – Banking

SENIOR EXECUTIVE

October 2013 – November 2016

- **Manage inbound calls from UAE customers**, providing information and assistance on banking products.
- **Promote and sell personal loans, credit cards, savings accounts, and mortgage loans.**
- **Identify customer needs and recommend suitable** financial solutions.
- **Ensure adherence to banking regulations** and maintain accurate documentation.
- **Track sales performance** and report on customer insights and trends.

REFERENCE

Available Upon Request



GET IN TOUCH

📍 Dubai, United Arab Emirates

📞 +971547978564

✉️ Ramya9020@gmail.com

🌐 <https://www.linkedin.com/in/ramya-paranthaman-0a6898320>

KEY SKILLS

Communication skills

Customer service orientation

Problem solving skills

Time Management

Industry Knowledge

Portfolio Management

Attention to Detail

Client Relationship Management

Risk Management

Personalized service

Client Acquisition

Building Network

Cross-functional Collaboration

Market Research and Analysis

Financial Modeling

Adaptability

MS Office Suite

EDUCATION

2011 – B.Tech – Information Technology
Dhanalakshmi college of Engineering | India

PERSONAL INFO

Nationality: Indian

DOB: 20th March 1990

Gender: Female

Civil Status: Married

Languages: English | Tamil

Visa Status: Employment Visa

Visa Expiry: November 2025

DRIVING LICENSE

Valid UAE Driving License