

ANSELIN KENSEN A M

linkedin.com/in/anselin-kensen-1880763b1 | 9487261939 | anselinkensen01@gmail.com

PROFILE

Energetic, goal-focused sales specialist with deep expertise in financial lending, business growth, and education course sales; an approachable collaborator who excels at motivating teams, pinpointing customer needs, mastering lead sourcing, document verification, and process optimization—consistently hitting 60% of targets, boosting conversions, slashing rejections, and driving revenue through transparent interactions, cold outreach, and lasting relationship-building.

EXPERIENCE

Sales Executive

HDB Financial Services | March 2025 - January 2026

HDFC Branch

- Sourced and disbursed personal and Loan Against Property (LAP) loans through open-market fieldwork, dealer networks, and bank branches, focusing on property loans while working in the HDFC branch.
- Consistently achieved 60% of monthly disbursement targets, contributing significantly to branch revenue growth.
- Generated 50+ high-quality leads weekly via cold calling, market visits, showroom activations, and customer referrals.
- Maintained a 25-35% lead-to-disbursement conversion ratio by conducting thorough customer needs assessments and product matching.
- Explained loan features, interest rates, eligibility criteria, and repayment options transparently to prospects.
- Collected and verified KYC documents, ensuring accurate and timely submission of loan applications.
- Coordinated with credit and operations teams to track application status and resolve bottlenecks for faster disbursements.
- Minimized application rejection rates to below 10-15% through precise eligibility screening and document quality checks.

Business Development Executive (Internship)

TeachNook, Bangalore | 3 Months

- Conducted 50+ cold calls weekly to college students, generating 20 qualified leads per month and closing 15% of sales for online courses as an academic counselor.
- Drove lead generation through 200+ cold calls to college students, securing 30 enrollments in online courses and increasing college partnerships by 25% as an academic counselor.

EDUCATION

- MBA | St. Joseph's Institute of Management (JIM), Tiruchirappalli, Tamil Nadu | 2023
- BBA | St. Joseph's College, Tiruchirappalli, Tamil Nadu | 2021
- Class XII | Bapuji Memorial Higher Secondary School, Manavalakurichi, Kanyakumari, Tamil Nadu | 2018
- Class X | St. Anne's Matriculation School, Colachel, Kanyakumari, Tamil Nadu | 2016

SKILLS & ABILITIES

- Lead Generation
- Sales Conversion
- Prospect Engagement
- Client Acquisition
- Leadership and People Management
- Teamwork & Collaboration
- Business Development

ACTIVITIES AND INTERESTS

Music, reading newspapers (Indian Express, The Hindu, The Times Now), travel, badminton, reading magazines (Week)

DECLARATION

I hereby declare that all the information provided in this resume is true and accurate to the best of my knowledge. I take full responsibility for the authenticity of the details mentioned, including my educational qualifications, projects, awards, and professional experiences.