

Rohit Sharma

GM Corporate Sales at Investors Clinic Infratech Limited

Summary

An enthusiastic sales and relationship oriented person.

Experience

GM Corporate Sales at Investors Clinic Infratech Limited

July 2012 - Present (2 years 7 months)

Involved in corporate sales in Real Estate sector in India and Generating new development deals for a real estate development company that focuses on multi-family residential projects, including real-estate market analysis.

Regional Head Sales at Chinatrust Commercial Bank

February 2011 - September 2011 (8 months)

Indian Region - Liability & Assets Key Result Areas: Launched NTB transactional banking products for the bank. Developed the successful IM channel. Developed the RBI Support Desk which helps in interaction with RBI & Regulations. Training & Recruitments, Counselling & motivating team to achieve the annual target. Responsible for Large Value / One off Transactions. To Manage & structure the transactions as per customer's requirements. Notable Highlights: Managed to disburse the 150 M Case in the second month for an Mid Market Customer. Managed to book Fee Income for INR 1.75 M in second month. Managed to onboard three overseas Companies. Managed to onboard two large value Project Offices. Executed the largest Buyers Credit deal for the bank with a revenue for INR 3.45M.

Area Manager Sales at Indusind Bank Ltd

May 2009 - January 2011 (1 year 9 months)

Delhi & NCR - ECG (Emerging Corporate Group) Key Result Areas: Acquisition through NTB transactional banking products in Delhi & NCR. To handle a team of Associate Relationship Manager. Developed the successful IM channel in IndusInd. Training & Recruitments, Counselling & motivating team to achieve the annual target. Responsible for Large Value / One off Transactions. Notable Highlights: Exhibited skills in reviving a dead relationship - Indiabulls Group with all the required Level. Generated 7-8L PM revenue. Got the Best ASM in Region & 7 out of 9 awards were given to my team.

Manager - Commercial Banking at HSBC

March 2004 - April 2009 (5 years 2 months)

Key Result Areas: Responsible for acquiring New to Bank SME customers with transactional banking products. Handling a team of Field Sales Officers. Man Management, Counseling & to motivate the team to achieve the annual target. Notable Highlights: Successfully achieved: PAN India 16th Rank in SLT with

a new & fresh team. Annual NTB Target for the year 2008 successfully with a fresh team. PAN India 3rd Rank for the year 2004-05. Effectively developed the successful IM channel. Disbursed 5 factoring deals in a single month by one FSO, which is a record. Successfully over achieved the revenue target of INR 45 Mn. Awarded for achieving the highest number of PCM cross sells in the year for the region. .

Skills & Expertise

Banking

Management

Commercial Banking

Mergers & Acquisitions

Sales

Relationship Management

Portfolio Management

Team Management

Corporate Real Estate

International Real Estate

Credit

Financial Services

Trade Finance

Training

Education

Advance Institute of Management

PGDBM, Sales, 1999 - 2001

MMH College, Ghaziabad

B.Com, 1994 - 1997

Interests

Corporate Sales and PR Management.

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[Contact Rohit on LinkedIn](#)