

# VINAY RAMESH MAYEKAR

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**OBJECTIVE:** To be a successful contributor in achievement of organization's goals with personal growth

## Career Précis

- ⇒ **A dynamic professional with 7 yrs. of experience in the areas of Sales and Client Relationship in Financial Sector.**
- ⇒ ***Competent in implementing effective solutions to the customer needs, with an aim to improve customer contentment and consequently customer loyalty, repeat and referral business***
- ⇒ ***Exposure in identifying & adopting emerging trends & addressing industry requirements to achieve organizational objectives.***

## Career Highlights

YEAR	COMPANY	DESIGNATION
October'07-TILL DATE	ICICI LOMBARD GIC LTD	UNIT SALES MANAGER
April'05-September07	Hiren Sanghavi & Associates	ASST.MANAGER

***1<sup>st</sup> October'07 to Till Date with ICICI LOMBARD as Sr.Unit Sales Manager***

### Key Responsibilities:

- ⇒ Responsible for end to end business operation which includes Sales, Marketing, Customer Service and People Management.
- ⇒ Managing and taking care of team business.
- ⇒ Organizing goal orientation programs to achieve the team target on regular basis
- ⇒ Generating fee revenue through branches of ICICI BANK LTD (Channel Partner)
- ⇒ Managing Assets servicing desk branches leads and home loan conversion process with top up loan for insurance premium
- ⇒ Handling all retail products such as Travel insurance, motor insurance and Health insurance.
- ⇒ Organizing proper knowledge of product (training programs) for improving quality and productivity
- ⇒ Activation of each Sale Personnel in the bank Branch and other staff, and ensuring the productivity of each staff.
- ⇒ Building and strengthening relationships with key accounts, by provides multiple products like
- ⇒ Maintaining relationships with ICICI Bank employees and co-ordinate internally with various functions to ensure efficient delivery of day to day service requirements.

### GENERAL INSURANCE:

**Loan Insurance ( cover against loan liability)**

**Home Insurance**

**Motor Insurance**

**Health Insurance.**

## LOANS:

Home Loan

Personal loan

Loan against Property

**1<sup>st</sup> May'05 to September'07 with HIREN SANGHAVI & ASSOCIATES as Assistant Sales Manager**

### Key Responsibilities:

- ⇒ Key Customer Relationship Management.
- ⇒ Achieve revenue targets through selling of Life and General Insurance.
- ⇒ Responsible for end to end business operation which includes Customer Service and People Management

### Professional Qualification

- ⇒ Pursuing **M.B.A. (Marketing )** from Sikkim Manipal University
- ⇒ Pursuing CFP from Financial Planning Academy

### Academic Credentials

- ⇒ **10th: SSC Examination** with **II class** in Mar 2000.
- ⇒ **12th: HSC Examination** with **II class** in Mar 2002.
- ⇒ **Graduation\_**with **II Class** in Mar 2005.

### Personal Details

<b>Name</b>	:VINAY RAMESH MAYEKAR
<b>Address</b>	:B-004 Maruti Dham Plot no 11 Sector 5, Kamothe Navi Mumbai-410209
<b>Cell</b>	:(+91) 9930060095
<b>E - mail</b>	vmayekar85@gmail.com
<b>Date of Birth</b>	:5 <sup>th</sup> March, 1985
<b>Gender</b>	:Male
<b>Marital Status</b>	:Single

### Self Assessment

:Flexible with any kind of working environment  
:Enjoys playing with challenges  
:Focused & Target oriented  
:Good team player

<b>Languages Known</b>	:English, Hindi, Marathi
<b>Interest</b>	:Travelling, Cricket, Watching Movies

### Declaration

I hereby declare that above stated information is true to best of my knowledge.

**VINAY RAMESH MAYEKAR.**