

Curriculum Vitae

Manoj S. Badole,
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Objective

To pursue a highly challenging career where I can apply my knowledge, learn new skill and contribution effectively to the organization.

Area of Excellence

- | | | |
|--------------------------------|--------------------------------|-------------------------|
| · Referral Networks | · Strategic Planning | · Vendor Relations |
| · Business Development | · Competitor Intelligence | · Personnel Oversight |
| · Sales Strategies/
Tactics | · Account/Client
Management | · Product Presentations |

Present Job & Responsibility

- To generate sale and handle the sale team.
- Find costumer with 0% Rejection Ratio.
- Provide the information about financial services and other services of the company.
- To do the area mapping for company.
- To find the customer satisfactory level
- To provide financial services to the rural & urban people.
- To sanction the loan,Plan & smooth process for disbursement.
- HR management with High Motivation & Development.
- To Monitor the recovery process with maintaining healthy portfolio.

Work Experience

1. Vistaar Financial Services Pvt. Ltd : As Branch Manager

Working Period : Currently Working with Wardha Branch from 24 March 2014

Product : Mortgage Loan, Housing Loan, Loan Against Property

Job Role :

Oversaw a team of six sales executive that executed all sales activities; established and achieved sales goals through effective sales management techniques. Recruited, trained, and mentored staff on client profiling, conducting sales meetings, and closing deals.

Exceeded goals and expectations; conducted skills assessment, performance management, development feedback, and coaching of employees and sales force.

Utilized consultative sales approach to define customer goals and develop solutions that cultivated strong relationships with customers.

2. Share Microfin Limited : As Monitoring Executive / Branch Manager

Working Period : 24 Sep 2007 to 15 March 2014,

Product: Micro Enterprises loan, Unsecured loan

Job Role:

Directed and successfully increased the loan portfolio, specializing in financial analysis and overall credit evaluation. Consistently eliminated technical exceptions to meet regulatory agency compliance requirements for assigned loan portfolio. Assisted Branch Managers and Lending Officers in the underwriting, analysis.

- Established loan review audit procedures to enhance quality of loan portfolio.
- Secured past due loan payments and resolved payment delinquency issues.

Qualification

Academic Qualification:

Bachelor of Commerce (From Nagpur University, 2007),

Sri Narendra Tidke collage of Art & Commerce, Ramtek.

H.S.S.C (From Nagpur Board, 2004)

Sri. Samarth junior collage, Ramtek

Other Qualification:

Diploma in computer course.

MS-CIT: pass with 75%.

DTP : Excellent with 40 w/m in English 30 w/m in Hindi.

Personal Details

Name :	Manoj Shyamrao Badole
Fathers Name :	Shyamrao Ganpat Badole
Date of birth :	07 th December 1985
Sex :	Male
Marital Status :	Married
Language Known :	Hindi, Marathi & English
Nationality :	Indian
State :	Maharashtra

Declaration

I hereby declare that all the details furnished above are true according to best of my knowledge.

Date :

Place :

Manoj S. Badole