

Maheshwar Karbhari Aher

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Career Enhancements in Sales & Operation, Business Development, Portfolio, Client Relationship Management and Team Management with a growth oriented organisation

PROFESSIONAL ABRIDGEMENT

- ☑ A dynamic professional with **over 7 years** of experience in the areas of Sales & Operation, Business Development, Client Relationship Management and Team Management.
- ☑ **YES Bank Ltd. Client Relationship Partner (Area – Nashik)**
- ☑ Training and developing branches Retail business and take out Investments from that client.
- ☑ Experienced in charting out sales strategies and contributing towards enhancing business volumes & growth and achieving revenue and profitability norms.
- ☑ Competent in implementing effective solutions to the customer needs, with an aim to improve customer contentment and consequently customer loyalty, repeat and referral business.
- ☑ Sufficient exposure in identifying & adopting emerging trends & addressing industry requirements to achieve organisational objectives.
- ☑ Adaptable and a quick learner; possess skills to work under pressure.
- ☑ Team player with strong analytical & organisational abilities.

AREAS OF EXPOSURE

Sales & Operation: Taking care of the sales & operations with focus on achieving business growth. Identifying new streams for revenue growth & developing plans to build consumer preference. Using sales forecasting to ensure the sale & profitability of products; analysing business developments & monitoring market trends. Achieving pre-set sales targets by implementing competent business strategies to market. Generating business from the existing accounts and achieving profitability and increased sales growth, identifying prospective business, establishing strategic partnership and alliances.

Portfolio Management: Analysing the financial capabilities of clients for providing them apt investment solutions, ensuring that the solutions provided carry the minimum investment risk. Obtaining new business from HNI clients; and mobilizing investment from corporates.

Client Relationship Management: Managing customer centric operations and ensuring customer satisfaction by achieving delivery and service quality norms. Building and maintaining healthy business relations with high net worth clients, ensuring high customer satisfaction matrices by achieving delivery & service quality norms. Implementing high quality services, resulting in customer delight and optimum resource utilization for maximum service quality.

ORGANISATIONAL SCAN

Since September, 27th 2007 to Oct.2013 with YES Bank, Nashik – Working as a Client Relationship Partner

Key Deliverables:

- ☑ Developing training Branches for Retail business & operation.
- ☑ Handling portfolio of more than 350 Customers.
- ☑ Identifying prospective clients by extensive study of market trends/opportunities and mapping their requirements adding to business growth.
- ☑ Crosssales all third party product like MF, Insurance Business.

ACHIEVEMENTS

- ☑ **Win Bangkok Trip Contest 2 times in YES Bank Carrier.**
- ☑ **Win Trophy for best performer by Max Life Insurance Co. Ltd.**
- ☑ **Win Regional Meet Contest at Goa.**
- ☑ **Win I-pod & Reebok watch contest**

Since April, 07 with HDFC Bank, Aurangabad – Working as a Contractual Sales Executive

Key Deliverables:

- ☒ Driving business growth through identification & penetration of new market segments for attainment of targets with a view to optimize revenue.
- ☒ Identifying prospective clients by extensive study of market trends/opportunities and mapping their requirements adding to business growth.
- ☒ Managing sales of structured product like CASA, FD, RD, Credit Card, Retail Assets etc

April'06 with ICICI Bank Liabilities as a Sales Executive, Nashik

Key Deliverables:

- ☒ Sourcing Savings account, Fixed Deposit, RD, Gold Account ,Privilege Account, No Frills account, Sourcing new Market
- ☒ Managed the Team of Six Executives.

PROFESSIONAL CREDENTIALS

- ☒ **IRDA** Online Exam in 2012

ACADEMIA

- 2006 Bachelor of Commerce from Pune University
- 2003 Higher Secondary Certificate from Nashik Board
- 2001 Senior Secondary Certificate from Nashik Board

IT FORTE: Conversant with E-commerce, Windows, MS Office and Internet Applications

PERSONAL VITAE

Name : Maheshwar Karbhari Aher

Date of Birth : 20/06/1986

Communication Address : Flat No.08,Shivam Park, Nr. Trikoni Bungala Amrutdham Panchavati Nashik -03.

Permanent Address : A/P: Mukhed, Tal: Yeola Dist: Nashik.

Marital Status : Single

Contact No. : 9028020685 / 8446002756.

Date :- 27/05/2014.

Place : - Nashik.

Yours Faithfully,

(MAHESHWAR KARBHARI AHER)