**JAYKUMAR SANGHAVI**

**Contact: 09819942945~E-Mail: jsang83@gmail.com**



**~ Seeking assignments in Sales & Marketing & Business Development with an organisation of high repute.**

* Currently working with Standard Chartered Bank since June 2014
* A keen planner with proven abilities in devising strategies to augment business, streamline channel networks, promote products for business excellence.
* Exposure in Coordination, CRM & Marketing,
* An effective communicator with excellent interpersonal, customer relationship management and team management abilities.

**PROFESSIONAL EXPERIENCE**

Currently working with Standard Chartered Bank since June 2014

Business Title of Telesales New Business. A Retail Business under New Business Sales, the business section which of Credit card Loans & Investment Product like Insurance. Job Function Sales & Relationship Manager.

The Job Responsibilities are:-

* Working as Investment Advisor by helping customers achieve their longterm & shortterm goals.
* Considering & Finding customer financial capacity/capability giving him best possible product advice/plan.
* Selling/Advising insurance investment product of ICICI Prudential Life Insurance Company.
* Well versed with Credit Card Management System (CCMS)
* Cross selling many other products like Dial a Loan Multiplier DAL Multiplier,DAL Flexi Repay, Churn Management,Kuch Bhi on EMI , Balance on EMI , Personal Loan (PL) .s

Dec 2013 to June 2014 with Software Mart Mumbai as Associate Sales Antivirus &Joint Co-ordinator for online sales.

Highlights:

* Worked towards increasing the sales of Software Products (Security Softwares, Utility Softwares and Microsoft Products) for the organization in Channel & Retail (Pan India) and E-commerce websites.
* Strategized and formulated the polices to increase the revenue of the company by 30% in a span of six months.
* Continuously achieved the monthly targets given by the Team Manager.
* Handled multiple brands under my portfolio (more than 30) and depending upon the need of the customer went ahead.
* Promoted the inhouse software brands of the organizations through cross selling and was responsible for achieving quarterly revenue of INR 1 crore in the first quarter of their launch.
* Handling operational and administration functions in Office and for online sales.
* Setting pricing and payment terms for the business partners and handling escalated payment issues, if any.
* Regular co-ordination and follow-ups with the partners for schemes, marketing materials and promotional activities.
* Assisting the seniors to ensure all the work is completed as per given TAT.
* Made inroads in the new markets through telephonic calls, emails and personal meetings in the North, South and Eastern part of India.

**Responsibilities handled till March’14**

* Identifying prospective clients, generating business from the existing clientele, thereby achieving business targets.
* Interacting with existing clients on regular basis and generating new business.
* Cross-selling of the exisiting products.
* Responsible for the achievement of the sales target set by the company

**June 06 till Nov 13 with Hemco Pharma as Business Development Executive**

Highlights

* Handling sales and Marketing of Lab Chemicals, Scientific Instruments, and Laboratory glasswares.
* Taking care deliveries, Seeing that materials reach on time and safely to the customer
* Selling Multi Brand products to the Customer and ensuring the orders come to the organization.

**March 04 to May 05 with ICICI Bank Ltd as Phone Banking Officer (Retention & Promo)**

**Highlights**

* Retaining the customers who wanted to cancel their Credit Cards.
* Handling the promotional activities like providing Personal Loans, Balance Transfer on Credit Cards as per the eligibility of the customers.
* Converting the transactions made through Credit Cards into EMI.
* Cross Selling Loans, Balance Transfer to potential customers.
* Was among the top performers for booking Personal Loan on Credit Card.
* Have received certificate of Appreciation for good performance

**EDUCATION**

2003: B.Com from Mumbai University with 50%

2000: H.S.C. M.M.K. College with 67%

1998: S.S.C. from St Lawarence High School with 56.40 %

**ADDITIONAL QUALIFICATION**

* Completed Diploma in Event Management from National Institute of Event Management (NIEM).
* Completed a certificate program on Capital Market from Bombay Stock exchange training institute.
* NCFM from National Stock Exchange
* DICM from Wellingars Institute of Management studies

**IT PROEFECIENCY**

* Working knowledge regarding application package of MS Office, TALLY and Internet Explorer and its applications.

**ACHIEVEMENTS**

* Was a cadet of National Cadet corps (NCC), unit that won first position in 1995 at NCC inter-school camp held at Nashik.
* Did a 3 days project with DNA entertainment network.
* Did a 4 days project with NASSCOM at a exhibition

**PERSONAL DOSSIER**

Date of Birth : 11TH FEBRUAURY 1983

Address : 401 Manish Apt Nehru Road Opp Adarsh Petrol Pump Vile Parle East Mumbai 400057

Languages Known : English, Hindi Marathi & Gujarati