**Yogesh Suryawanshi**

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**Looking for an assignment in Business Development in Banking & Financial Service Industry**

**Synopsis**

A result oriented professional with over 8 years of experience in Business Development, Key Account Management, and Client Relationship Management & Team Management.

Presently associated with **IDBI Bank Ltd as Territory Sales Manager – New Customer Acquisition**

**Professional Experience**

**Territory Sales Manager IDBI Bank Ltd** (on assignment from Global Innovsource Solutions (P) Ltd)

**June 2010 till date Mumbai**

**Key Highlights:**

* Acquire New to Bank customers with a team of 45 Sales Executives spread across a branch network of 7 branches in South Mumbai
* Responsible for acquiring new to Bank customers in general & Preferred and Current Account customers in Particular with increase in CASA book of the branches assigned along with cross sale of Third Party Products viz., MF & Insurance
* Managing below the line marketing activities to generate leads

Achievements

Acquire 650 customers with 3.5 Cr in CASA month on month of which at least 25 are preferred customers

**Sr. Sales Manager India Info line Ltd**

**Jul 2008 to Jun, 2010 Mumbai**

**Key Highlights:**

* Sales of Insurance (Life & Non Life) products along with Mutual Fund through a team of Sales Officers (Channel Sales Model)
* Analyzing training needs with respect to products, behavioural and managerial & imparting training modules accordingly

**Achievements**

* Most valuable Employee of the Year 2008

**Previous Employment**

Relationship Manager – Bancassurnace Channel

Bajaj Allianz Insurance

Team Leader

IDBI Bank Ltd - Apr 2005 to Aug 2006

**Core Competencies**

**Business Development**

* Exploring potential business avenues & managing marketing & sales operations for achieving increased business growth & initiating market development efforts.
* Analyzing latest marketing trends & tracking competitors’ activities & providing valuable inputs for fine tuning corporate sales & marketing strategies.

**Client Relationship Management**

* Managing customer service operations & ensuring customer satisfaction by achieving delivery & service quality norms.
* Interacting & developing rapport with all external/internal constituents of client at all levels; for maximum client retention and achievement of revenues.
* Building & maintaining healthy business relations with major clientele, ensuring maximum customer satisfaction by achieving delivery & quality norm.

**Team Management**

* Leading & monitoring the performance of customer service officers, to ensure efficiency in operations & meeting of individual & group targets.
* Identifying & implementing strategies for building team effectiveness by promoting a spirit of cooperation between team members.

**Education**

* Bachelor of Commerce from Mumbai University – 2005

**Professional Qualifications / Memberships**

* IRDA certified

**Personal Details**

* Date of Birth : 13 Jan, 1984
* Languages Known : English, Hindi, Marathi

**References & documentation available on request**