**RESUME**

**VIJAY G DADHALE**

**PURNA SUGAR FACTORY LTD, BASMATH**

**DIST : HINGOLI -431512**

**MAHARASHTRA**

**MOB NO: 7798005919**

**EMAIL ID: vdadhale@gmail.com**

**About Me**

A financial service professional having flare for Sales, Marketing, Business Development, Client Relationship Management.

A competent professional with Three years in the field of Sales, Business Development.

A team player with ability to create a sprite of ream work environment to enhance profitability, innovatively for reputed business houses.

An effective communicator with exceptional relationship management skills and hospitality with ability to manage people on business negotiations about to conclude business deal.

**Career Vision**

To purse an innovation and challenging career in the field of Banking, Business Development or Operations Management where I can balance work and used my capabilities to meet the ends. My immediate goals is to look for a position in a leading organization and add optimum value by effectively applying my experience to the functional as well as cross-functional deliverables.

**Career Highlights**

Since 19 Nov 2012 till yet, Business Development Executive- Axis Bank Ltd. At Hingoli

**Job Accountabilities**

1. Responsible for the acquisition of CASA business in terms of number of accounts by achieving given monthly targets.(20 CASA account per months)
2. Responsible for sourcing of quality value accounts and deepening in newly opened accounts.
3. Generating fee income via cross selling of investment products viz., Life Insurance , General Insurance, Mutual Funds, Demat Accounts,… etc
4. Strictly adhering to prescribed KYC norms while sourcing new customer relationship.
5. To support Operations by helping them resolve rejections of forms by scrutiny.
6. Maintaining a good relation with HNI clients for their retention and new acquisition.

**Achievements**

Achieved CASA NOA accounts budgets on regular basis.

Sourced approx.250 saving accounts and 50 current accounts till date.

Sold 5 lacs of Mutual Fund,2.5 Lacs in Life Insurance, 3 lacs in General Insurance

An active participant and winner in many business contests launched by central office or within branch.

Was successful in building a strong relation with almost 15 reputed CA’s in Hingoli for lead generation.

Organized Get to gather’s with CA customer whenever any new product for business banking was introduced.

**Since April 2011 to Nov 2012 Co-Ex- HDFC SECURITIES AT BEED**

1. Managing OTR accounts.
2. Maintaining Daily Sales Reports.
3. Handling CASA as core product.
4. New client acquisition and servicing the clients.
5. Strictly adhering to prescribed KYC norms while sourcing new customer relationship.
6. Managing cross sale of General Insurance , Life Insurance, Mutual Funds.

**Competencies/ Skills**

Provide outstanding customer services.

Open and clear Communicator

Recognize and provide client needs

Able to work others to reach a resolution.

**Educational Background**

Completed B.A. in 2008 from SRTM University Nanded Securing 44%

Completed H.S.C. in 2005 from Board of Aurangabad.

Completed S.S.C. in 2003 from Board of Aurangabad.

**IT skills :** MS-CIT.

**Personal Profile**

Name: Vijay G Dadhale

Father’s Name: Ganpat G Dadhale

Sex: Male

Marital Status: Single

Nationality: Indian

Hobbies: Playing Cricket, Watching T.V. and Listening Music

Date of Birth: 23-06-1987

Notice Period: 3 Months.

Place: Hingoli

**Vijay G Dadhale**

**Signature**