**Vilas D. Chavan.**

**E Mail: vilas\_dc@yahoo.co.in/vilaaschavan@gmail.com**

**Contact: 9819137693**

**I am looking for responsible positions where I can best utilize my skills and contribute excellent to the organization.**

**Snapshot**

* Presently working with **ICICI Bank Ltd As a Officer.**
* A competent professional with **7 years** of rich experience in Sales &, Business Development, Customers Relationship Management.
* A proactive leader & planner with expertise in business planning, market plan execution and targeted marketing and proven ability to achieve the pre-set sales targets.
* Good communication, interpersonal skills with the ability to work in fast paced environment.
* Achieve the target for SAVING BANK ACCOUNTS, CURRENTS ACCOUNTS, and INSURANCE & ETC.

**Areas of Expertise**

Corporate Sales & Marketing

* Implementing competent business strategies to market a wide range of products and achieve pre-set sales and profit targets.
* Analysing latest marketing trends and tracking competitors’ activities and providing valuable inputs for fine tuning sales & marketing strategies.
* Overseeing sales operations for achieving increased growth & top-line profitability and initiating market development efforts in phased manner.

Business Development

* Identifying prospective business, generating business from the existing accounts and achieving profitability and increased sales growth.
* Exploring potential business avenues to penetrate new accounts and expand existing client base.

Customer Relationship Management

* Mapping client’s requirements and providing them expert advisory services pertaining to selection of right banking products & providing solutions to their queries.
* Building and maintaining healthy business relations with clients, ensuring maximum customer satisfaction.

**Organisational Experience:**

**Presently working with ICICI BANK LTD AS A Sr. OFFICER (Sep-2012- Till date) (Borivali-e Branch)**

* Acquisition of new customers for SAVING ACCOUNTS, CURRENT ACCOUNTS, NRI ACCOUNTS, INSURANCE (LI), FIXED DEPOSIT, CREDIT CARDS, RECURING DEPOSIT & ETC.
* Knowledge of I-VIEW system.
* Handling all documentation process & application formalities.
* Lobby Management.
* Building the relationship with existing customers and update new products and service and take references for them.

**HDFC Bank Ltd. As CO-EX (Apr 2007 to Jul 2012) (S.V. Road, Khar-w Branch)**

* Achieving the value and number target individually with E-broking, Corporate

FD’s, PMS, Insurance, Mutual fund, Current accounts, saving accounts & NRI accounts.

* Achieving sales target of month on month.
* Building the relationship with existing customers and update new products and service and take references for them.
* Handling all documentation process & application formalities.
* Lobby Management.
* Building the relationship with existing customers and update new products and service and take references for them.

**Education**

* B. com. from Mumbai University in 2006.
* HSC from Pune Board in 2003.
* SSC from Pune Board in 2001.

**IT Exposure**

Packages Known : MS Office, MS Excel & Internet

: Diploma in Computerized Financial Accounting

**Personal Details**

Name : Vilas D. Chavan

Father’s Name : Dilip S. Chavan

Address : Jivdani Vikas Mandal, Janu Pada, Akurli Road,

Kandivali (East), Opp. W. E. Highway, Mumbai- 400 101.

Date of Birth : 9th Oct. 1985.

Nationality : Indian

Languages Known : English, Marathi & Hindi.

**Declaration**

I hereby declare that the information written above is true to the best of my knowledge.

Date :15/01/2015

Place: Mumbai

**Signature**

Vilas D. Chavan