Curriculum vitae

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| **BRAHAMDEO TIWARI**  **Correspondence Address**  Room No. 1016, Dev Bldg., Karma Nagari, Dahisar-Pimpari, Navi Mumbai- 400612.  **Cell** +91-9321440460  **E-Mail Address**  [bdtiwari76@gmail.com](mailto:bdtiwari76@gmail.com)  **Personal Details**  **Father’s Name :**  Mr. Lalta Prasad Tiwari  **Date of Birth: June** 25, 1978  **Sex :** Male  **Marital Status : Married**  **Nationality :** Indian  Dist. – Azamgarh, State – U.P.  **Languages Known :**  English & Hindi | Objective  Intend to build a career with a leading corporate of Hi-tech environment with committed and dedicated people, which will help me to explore myself fully and realize my potential. The work can provide me opportunity to work as key player in a challenging and creative environment.    Experience  Total Experience: **-** **7 years**   * **Current Employer:**   **Employer Name : Axis Securities Ltd.**  **Designation : Sales Manager, (Used car Loan)**  **Period : Dec-2014 to till date.**  **Job Responsibilities:-**   * Main focus is to develop Sales team, impanelling Dealership & DSA and visit to branch for generating business for used vehicle finance products. * Along with other responsibilities like build and maintain relationships with new and existing leading dealer, Customers of used car finance. * Associated job responsibilities are selling the general insurance, casa & other products as a part of cross selling and coordinating with the processing unit and channels for processing of files. * **Previous Employer:**   **Employer Name : Kotak Mahindra Bank Ltd.**  **Designation : Team Sales Manager,**  **(Commercial Banking Saral Loans)**  **Period : Oct-2011 to August-2014.**  **Job Responsibilities:-**   * My major job responsibilities are handling with Commercial vehicles refinance for Central Mumbai and Western Area. * Main focus is to develop the Team, DMA, DSA and branches to generate business for refinance products. * Along with other responsibilities like build and maintain relationships with new and existing leading dealer, Customers of HCV, LCV, CE, SUV, MUV mortgage and business loan products. * Associated job responsibilities are selling the general insurance, casa & other products as a part of cross selling and coordinating with the processing unit and channels for processing of files. * Manage collection & sales with same priority. * Acquiring high net worth accounts and relationships for the Bank and selling of Insurance, HL, BL, LAP and other financial products as a part ofcross selling. * Closing the sale and provide the desired services. * Maintain and deepening of relationship with existing customers by providing highly personalized services.   **Employer Name : HDFC Bank Limited.**  **Designation : Team Leader Sept 2009 to Oct.2011**    **Job Responsibilities:-**   * Managing and training a team to pre-define target distribution and allocation of increase the customer base. * Extensive product knowledge coupled with creative ideas for product applications and a solid history of sales success. * Suggest new ideas that increased productivity. * Closing the sale and provide the desired services. * Selling Insurance and other financial products as a part of cross selling.     **Employer Name : HDFC Bank Limited.**  **Designation : Sales Executive July 2007 to Dec.2008**    **Job Responsibilities:-**   * Managing and training a team to pre-define target distribution and allocation of increase the customer base. * Extensive product knowledge coupled with creative ideas for product applications and a solid history of sales success. * Suggest new ideas that increased productivity. * Closing the sale and provide the desired services. * Selling Insurance and other financial products as a part of cross selling.   Industrial Training  Banking & finance.  Educational Qualification  **1. M.A 2002** with **2nd Class** from V.B.S. Purvanchal University Jaunpur.  **2. B.A. 1997** with **2nd Class** from V.B.S. Purvanchal University Jaunpur.  **3. 12th 1994** with **First** **Class** from U.P. Board Allahabad.  **4. 10th 1991** with **First** **Class** from U.P. Board Allahabad. | |
| **Hobbies**   * Cooking * Reading Books * Playing Games | | Positive Trails   * Dedicated, Fast Learner, Optimistic and Hard Working**.** * Ability to work in a team**.** * Learn from everything you see around yourself**.** |

I hereby declare that the information about me furnished above is complete and true to the best of my knowledge. For any misrepresentation or omission of fact I shall be personally liable.

**Date : / /2015**

**Place : Mumbai (Brahamdeo Tiwari)**