**CURRICULAM VITAE**

**Akshay Prakash Patil**

**Pune, India**

**Mobile:** +91 73 04 09 05 42 **E-Mail:** akshayy@live.com

**Seeking mid-level assignment in sales & marketing with an organization of high repute.**

**Location Preference:** Pune (India) and overseas

**SYNOPSIS**

* 3 years of experience in sales and marketing.
* Holds an experience of working with two leading banks in India.
* Completed MMS (Marketing) from Mumbai University (India).
* Praised at different companies for achieving the targets and delivering utmost results.
* Capabilities in implementing effective solutions to the customers need with an aim to improve customer contentment.

**WORK EXPERIENCE**



**Kotak Mahindra Bank Ltd. Pune, India |Assistant Manager –Account activation | Sep’2013-till date| Exp: 23 Months**

Kotak Mahindra Bank is the 4th largest Indian private sector bank by market capitalization. And among the world’s top 500 banks with brand valuation of around half a billion dollars and brand rating of AA+.

**Key Deliverables:**

* Responsible for Selling of primary products such as Saving/Current accounts, fixed deposit, Recurring deposit, & Insurance.
* Handled customer base of all the three branches mapped. And generated business from the mapped customers.
* Developed division’s main objective of account activation and sales target.
* Produced monthly MIS of assigned customers from mapped branches.



**HDFC Bank Ltd. Pune, India | Marketing Executive | Dec’2012-Aug’2013 | Exp: 9 Months**

HDFC Bank is the 1st largest private sector bank in India by market capitalization. According to the brand trust report 2014, HDFC was ranked 32nd among India’s most trusted brands. HDFC was also ranked 45th on the list of top 50 banks in the world in terms of their market capitalization.

**Key Deliverables:**

* Responsible for sourcing new current/savings accounts, fixed deposits, recurring deposits.
* Identified new prospects, did cold calls and followed up on opportunities.
* Handled high profile customers from the portfolio of relationship managers in the bank.
* Timely reported status of NTB (New To Bank) customers by maintaining worksheet.



**Yashraj Renewable Energy India Pvt. Ltd. Pune, India | Sales Executive | May’2012-Nov’2012 | Exp: 6 Months**

Yashraj Renewable Energy India Pvt. Ltd is one of the leading manufacturer and exporter of Non-conventional energy systems and one of the eminent Solar PV systems manufacturers and exporters from India.

**Key Deliverables:**

* Responsible for the company sale in complete Raigad district.
* Acquired new customers.
* Produced daily, weekly and monthly activity reports and forecasts.
* Identified the target markets and focused on improving the business from the prospective.

**ACHIEVEMENTS AND ACCOLADES**

**At Kotak Mahindra Bank**

* Delivered 100% customer satisfaction results and ensured that the customers gets proper service.
* Achieved monthly targets. Earned good incentives.

**At HDFC Bank**

* Successfully attained the branch target of current accounts.

**At Yashraj Renewable Energy India Pvt. Ltd.**

* Effectively introduced and created brand value of ‘Yashraj Renewable Energy’ in ‘Alibag’ city and nearby location.

**EDUCATION**

* **2012** MMS(Marketing) from Mumbai university with 76.28%
* **2009** B.Tech (Aeronautical) from Rajasthan Vidyapith university with 63.47%

**IT SKILLS**

* Possesses sound knowledge of windows, MS office and Internet applications.

**PERSONAL DOSSIER**

* **Date of Birth :** 23rd July 1988
* **Status :** Single
* **Languages known :** English, Hindi, Marathi
* **Address :** Sr.No 23/4, “Saumitra”, Audumbar Hsg. Soc., Walhekarwadi road,

Chinchwad, Pune 411 033

**I hereby declare that all the information given above is true to the best of my knowledge and belief.**

**CV updated till August' 2015**