**KUNAL LALIT JADAHV**

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**Job Objective**

Seeking Managerial Assignments in Sales & Marketing, Business Development, Key Account Management with a high growth oriented organisation preferably in Banking and Financial Industry.

**Professional Synopsis**

A competent professional with 3 years experience in the area of Sales & Marketing of Banking & Insurance Products, Business Development, Channel Management, Key Account Management and Team Management, is working with **Yes Bank Ltd Nasik.** **As a Branch Relationship Partner** from last 1 year. Well versed with CASA Products, Asset Products & Insurance, etc. Managing product promotion, accelerating growth & achieving desired targets. Possesses excellent interpersonal, communication, team building, negotiation, organizational and relationship management skills.

**Areas of Expertise**

***Sales & Marketing***

* Implementing Business Development plans to map new acquisition against targets allotted as per the Goal Sheet and ensuring service delivery. Coordinating with other departments so as to achieve the individual & organizational goals.
* Implementing competent strategies with a view to penetrate new accounts, Life & General Insurance, Mutual and expand existing ones, meeting pre-determined business objectives.

***Customer Relationship Management***

* Effective Management of Customer Relationships; ensuring maximum customer satisfaction by providing timely clarification of queries.
* Interacting & developing rapport with all external/internal constituents of client at all levels; for maximum client retention and achievement of revenues, ensuring ease of cross sell by providing one stop solution to the segment clientele.
* Rendering effective investment advisory service to the Clients.
* Round the clock portfolio monitoring service to mapped / assigned customers.

**Career Highlights**

**Yes Bank Ltd. Sept 2014 to Till Date**

***Branch Relationship Partner (Senior Officer)***

* Acquiring & Handling Portfolio of assigned CASA, Investment & Insurance Products for the Nashik Branch.
* Responsible for Sourcing of New High value current accounts and generation to enhanced book size & Liabilities business.
* Month on month achieving cross sale, like General Insurance / Life Insurance / Trade income/ Mutual Fund.

**HDFC Bank Ltd. Sept 2012 to Sept 2014**

***Senior Officer***

* Responsible for Sourcing of New Current accounts, Saving Accounts, FD, RD, and generation to enhanced book size & Liabilities business.
* Month on month achieving cross sale, like Asset Products/ Credit Cards / General Insurance / Life Insurance.

**Sona Marketing Dec 2009 to Oct 2012**

***Accountant***

* Responsible for maintain books of accounts & Stocks, Cash handling also.

**Sunil J. Deshmukh & Associates May 2004 to Nov 2009**

***Accountant Assistant***

* Responsible for maintain books of accounts of all segments till finalization.

**Qualification**

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| --- | --- | --- | --- |
| Education | Year | University | Marks (%) |
| B.COM | 2007 | Pune University | 54.00% |
| HSC | 2003 | Pune University | 53.33% |
| SSC | 2001 | Pune University | 44.53% |
| Typing Eng. 30 Wpm | 2003 | - | Grade (A) |

**Computer Knowledge**

Basic Knowledge, MS-Office, Hardware & Net Working, Tally.

**Personal Details**

Date of Birth : 09/01/1986

Gender : Male

Marital Status : Married

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