

Contact

9601268105

birav.kansara@gmail.com

Skills

Positive Attitude

Communication

Leadership

Punctuality

banking

business development

crm

portfolio management

retail banking

credit analysis

wealth management

asset management

asset based lending

retail asset

Visa & citizenship

Nationality

Indian

[System generated resume by
foundit](#)

BIRAV KANSARA

personal loan - sales manager | Ahmedabad

Summary

Sales Manager in Banking Sector

Likely to Explore

Not a job hopper

Top 100 India Colleges

Top 100 India Engineering Colleges

Experience

personal loan - sales manager

● [The Centurion Bank of Punjab](#) - Nov 2016 - Present . 7 Yrs 3 Mos.

10000+ employees | public | [More Details](#)

Banking | Finance | Financial Services |

Responsibilities

* Responsible for the Retail Loan business of Branch * Won Gold Star Award *

Won Silver Star Award * Won Gold Loan and Personal Loan Contest * Achieved branch retail asset annual targets in just 7 months

portfolio relationship manager

● [The Centurion Bank of Punjab](#) - Sep 2012 - Jun 2016 . 3 Yrs 9 Mos.

10000+ employees | public | [More Details](#)

Banking | Finance | Financial Services |

Portfolio Manager

[HDFC Bank Limited](#) - Aug 2012 - Jul 2013 . 11 Mos.

manager - agency sales

[Max Life insurance](#) - Jun 2011 - Sep 2012 . 1 Yrs 3 Mos.

7296 employees | Self/Funded/Govt/Others | [More Details](#)

Financial Services | Insurance | Risk Management |

Responsibilities

* Looking after on Recruitment of Professional Financial Advisor and To develop them by using financial tools and to retain them for the longer term, * Looking after on Pro-activity of Financial Advisor * Increasing Production

business development manager

[Gujarat Sahakar Bank](#) - Sep 2009 - Feb 2011 . 1 Yrs 5 Mos.

Standard Chartered Botswana - Sep 2008 - Feb 2011 . 2 Yrs 5 Mos.

10000+ employees | Self/Funded/Govt/Others | [More Details](#)

Finance | Financial Services |

Responsibilities

* Work Profile : * Managing and controlling largest DSA in Gujarat having strength of more than 20 agents. * Incentives structure of DSA for product promotion * Assurance of training and quality of DSA. * Ensure customer centricity in the process and least complaints from customer end. * To develop and establish PR with customer and corporate clients.

senior relationship officer

IDBI Capital Market Services Pvt Ltd - Aug 2007 - Aug 2008 . 1 Yrs 0 Mos.

500 employees | Self/Funded/Govt/Others | [More Details](#)

Banking | Financial Services | Insurance |

Responsibilities

I was working with IDBI Capital as a Sr. Relationship Officer.

branch asset specialist

CoFoxDigital .

10000+ employees | Self/Funded/Govt/Others | [More Details](#)

Advertising | Marketing |

Education

PG Diploma, Management

0 - Mumbai University

Awards & Certifications

amfi - distribution

nism

irda - insurance

irda

ncfm - cash market

ncfm