



Gurpal Singh Bhumbra.

Area Sales Manager – North Gujarat

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Career Objective

Seeking Position of Area Manager Business that matches my experience of more than 12 Years with a sustain career progression in today's competitive Market.

Achievements During Work Place

- Awarded for Udan Awards for the month of Sep 21, Aug 21 and July 21 for Best Performance.
- Completed 2 years Leadership and Talent Development Program course which was conducted by Aditya Birla Talent Team in March 21.
- Awarded for Highest IMGC Penetration in Q3 2020 by IMGC Team.
- Awarded 4 times as Best Branch Manager contest in Gujarat out of 7 months' contest launch and also got 3 Reorganization award from Line Manager in the Years of 2017 to March 18.
- Completed Aditya Birla Housing Finance Certified HL and Mortgages Professional CHAMP Training at 2017.
- Awarded by Best Sale Manager at Mauritius by Aditya Birla Sun life Insurance for achieving highest Cross Sell in Pen India for the period of Dec 17 to June 18.
- Awarded for Best Sales Manager by Aditya Birla Health Insurance for achieving Insurance Penetration for April 17 to June 17.
- Awarded for Outstanding Performance in Reliance General Insurance Business Award at Hong Kong from 2015 to 2016.
- Awarded Best Sales person for the month of Jan, Feb and March- 2014 achieving targets across Pen India in Affordable segments in Tata Capital.
- Awarded with Certificate Sign by Company MD and HR head for Month of Jan and Feb- 2014 in Tata Capital.

Work Experience Journey

Area Sales Manager – Home Loans and LAP Business.

Organization - Muthoot Housing Finance Ltd.

Location – North Gujarat. (Ahmedabad, Gandhinagar, Vijapur, Mehsana and Anand Branch)

Experience Period - 8 Dec 2021 to till date present.

- Taking responsibility to develop DSA Channel Business and Direct Sourcing Business for North Gujarat.
- Additionally Responsible to source the Direct HL and LAP Business Leads from 10 Branches of MFL (Muthoot Fincorp Ltd – Gold Loan Channel) under direct sourcing.
- Prime Focus area is to Area to develop affordable business from Market.
- Currently Handling 5 Live Branch under Branch Manager for each Branch.

Senior Sale Manager – Home Loans and LAP Business.

Organization - Aditya Birla Housing Finance Ltd.

Channel- DSA and Direct Sale Team.

Location – Ahmedabad, Gandhinagar and Bhavnagar.

Experience Period - 26 March 2015 to 7th Dec 2021

Key responsibilities.

- Taking responsibility to develop DSA Channel Business for Prime business sourcing from Ahmedabad Location on 2015 onwards.
- Company has given additional Responsibility to Develop Gandhinagar and Bhavnanaagar location from April 20 onwards with Sale team of 12 Peoples along with DSA channel.
- Generating Business Direct business from Direct Sale team from Gandhinagar and Bhavnanaagar Location.
- Appoints DSA / CA and referral codes to enlarge channel partner network to generate business newly opened locations.
- Elevated to Next role within group as a Senior Sales Manager on Feb 2019.
- Generating leads form Developers and working for new exclusive tie ups with developers with helps to generate dedicated business form Project.

Assistant Manager – Home Loans and LAP Business.

Organization- Dewan Housing Finance Ltd,

Channel- DST and DSA.

Experience Period - 15 Sep 2014 to 25 March 2015.

Key responsibilities.

- Hiring new peoples Direct Sale team who can source affordable direct sourcing business from Open market who are dedicated towards company.
- Participated at GIHED for Business development.
- Daily monitoring of team for keeping them on right track.
- Appoints DSA and referral codes to enlarge channel partner network.
- Ensure timely documents collected Logins and disbursement within given TAT.
- Monthly review and planning with DST and DSA team for business efficiency.
- Train the team Members for Quality Sourcing from Open Market.

Sales Officer – Affordable Housing.

Organization- Tata Capital Housing Finance Ltd Channel- Direct business sourcing.

Experience Period - April 2012 to 12 Sep 2014.

Key responsibilities.

- Responsible to tracking legal and Technical which is initiated to vendors.
- Taking care of disbursement process.
- Login file completion works with arranging KYC, Income papers as per company's policy.
- Disbursement process to done on appropriate time given.

Contact Info

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Cell No: (M) 91-9376144110.

Email: Gurupalsingh.bhumbra@gmail.com.

Total Work Experience: 12 Years and 2 Months.

Personal Information

Date of Birth: 13th January, 1990

Marital Status: Married.

Nationality: Indian

Languages Known: English, Hindi, and Gujarati & Punjabi.

Education Qualification

Bachelor of Business Administration- :

Anna Malai University, Ahmadabad, India

Grade: B Graduation Year: July, 2011.

Activities and Interest

1. My field of Interest is Sales & Marketing.
2. Readings of Motivation Books.

I certify that all Information in this resume is true and complete to the best of my knowledge.

Gurpal Singh Bhumbra.

Awards during and Recognition during work Place.



