

Seeking position in Channel Sales / Finance / Marketing with a growth oriented organization in order to utilize the knowledge of Leadership, communication and motivational skills as an effective manager

KEY SKILLS

- Team Management, Channel sales, Channel Management, Client relation, Financial products, Negotiation skills, Employee engagement, Market Research, Employee relations, Team building, Team training.
- Passion, Aggression, integrity, leadership, Good communication
- Technical Skills - MS- Office, Salesforce, Finn one

PROFESSIONAL SYNOPSIS

- 11 years of experience in Consumer durables market, Retail Channel Sales, New business development, Team building, Dealer Management and Team management.
- Started various markets afresh and achieved significant revenue generation
- Experience in handling multiple cities
- Consistently over achieving the projected targets & building dynamic teams
- Strong interpersonal, communication and analytical skills with demonstrated abilities in training & development, Team Management and Channel Relationship.
- Learning bent of mind.

Sales Officer- ICICI Consumer Finance(Feb'07 to Dec'07)

- Ensure that business targets are achieved.

Sales Officer - Bajaj Finserv (March '08 to Aug '14)

- Ensure that business and cross sell targets are achieved

Relationship Manager-Capital First Ltd. (Sep'14 to Sep'16)

- Was handling 3 cities (Ahmedabad, Himmatnagar, Mehsana) with 26 off roll executives
- Ensure business targets are achieved with cross sell products and maximum productivity in order to maximize profits of the organization
- Execute Organization's New Initiatives and align team accordingly
- Maintain reconciled accounts with key clients to maintain controls on outstanding

- Recruiting, training, nourishing and mentoring the assigned off roll team
- Control delinquency in the portfolio.
- Maintaining relations with the key accounts viz. Croma , Sales India Pvt Ltd and some M R dealers as well.

Territory Sales Manager –Capital First Ltd. (Oct '16 to Mar'18)

- Was Handling 6 cities(Ahmedabad, Himmatnagar, Bhavnagar, Jamnagar, Rajkot and M ehsana) with 3 Sales Managers and 106 people sub-reporting
- Make & Implement front end & back end processes for smooth running of business
- Ensure business targets are achieved in the region along with cross sell products and maximum productivity in order to maximize profits of the organization
- Execute Organization's New Initiatives and align team accordingly

State Head–Capital First Ltd. (Apr'18 to Aug'19)

- Was Handling All LFR & MR counters like (Vijay Sales, Croma, Reliance, Sales India and Large Mobile Channel) of Ahmedabad and North Gujarat with 2 Territory Managers , 6 Sales Manager with 1 TL and 87 people sub-reporting.
- Maintain reconciled accounts with key clients to maintain controls on outstanding
- Recruiting, training, nourishing and mentoring the assigned team
- Control delinquency in the portfolio
- Maintaining relations with all the key accounts.
- Training and development of on roll managers
- Preparing reports and MIS for the controls of the business.
- Ensure the proper market presence of the company & maintaining relationships with Manufacturers.

Area Sales Manager–Axis Finance Ltd. (August'19 to Present)

- Handling DST and DSA both vertical with 5 Sale Manager and 7 Sales Officer
- Control delinquency in the portfolio
- Maintaining relations with all the local and Corporate channels(DSA)
- Ensure to give best services to all DSA with proper decisions in lowest TAT
- Also doing Market activities through Sales Officer and Sales Manager with listed companies to get business
- Team management & Grooming of the team to achieve their respective targets
- Achieving & exceeding Business goals and targets for Salaried Personal Loan
- Effectively engage Operations & Risk teams to understand and contribute to overall processes & profitability across locations

PROFESSIONAL ACHIEVEMENTS

- Every time maintain more than 42% market share at Sales India Pvt Ltd as well as in Vijay Sales.
- Won 2 foreign trips for winning the contests.
- Pan India secured in top 10 Position in terms of cross sell in first 6 month of my joining.
- YOY growth of 105% of the entire Sales India.
- Achieved ever highest cross sell premium of more than 6 lac from Sales India.
- ACE AWARD WINNER for 4 consecutive months (Sept, Oct , Nov and Dec-16)
- Biggest ticket size insurance premium seller for 4 consecutive months.

ABOUT ME

- Self-motivated, confident and adaptive person with belief in fulfilling commitments
- Love innovations and exploring novelties & nuances of given job & responsibility
- Hobbies to listen Music, play Cricket & Football, reading and Singing.

<i>Education Qualification:</i>				
<u>Course/Degree</u>	<u>Institute/College</u>	<u>University/Board</u>	<u>CLASS</u>	<u>Year</u>
Graduation	B.Com	Gujarat University	Second	2008
H.S.C	Axay Highschool	G.H.S.E.B.	Second	2005
S.S.C	Axay Highschool	G.S.E.B.	Second	2003

Personal Details:	
Gender: Male	Marital Status: Married
D.O.B.: 24 – 07 – 1988	Language Proficiency: English, Hindi, Gujarati
Permanent Address:	A-103,Satkar Appartment, Opp, Door darshan Tower, Near – Udgam School, Thaltej, Ahmedabad
Current Address:	AS ABOVE

Current CTC:-13,60,000