**RESUME**

**Ravii Soni**

**✆:** **+91 9265247284**

**🖂: ravikumarsoni1983@gmail.com**

**📪**: Block No. A-3 Flat No. 203 Vishwas Apartment Ghatlodiya Ahmedabad 380061

Goal-oriented individual, aiming for assignments in Sales /Business Development / New Set-Ups / Client Relationship Management

**Profile Snapshot:**

**I have a total experience in sales & collection 9 years and 10 months in Micro finance, Business Loan, Collection, Logistics and Two-Wheeler segment**

**-Business Development -Sales & Marketing -Distribution Management**

**-Key Account Management -Customer Servicing – Collection**

#### Educational Qualification

* **MBA** (**Marketing & Minor Finance)** From B.V.M College of Gwalior in 2007-09
* **M.COM (Business Administration)** From Jiwaji University of Gwalior in 2004-06
* **B.COM (Account & Taxation)** From M.L.B College of Gwalior in 2001-03
* **Higher Secondary** from MP Board Gwalior (M.P) in 1999-2000
* **High School** from MP Board Gwalior (M.P) 1997-98.

**Technical Qualifications**

* Diploma in Computer office assistant Course (DCOAC) From Bharatiya Vidya Bhavan in Association with Pandit Krishna Bihari Vajpayee Nyas, Gwalior (M.P).
* Diploma in Computer Application (DCA) From Rajmata Vijayaraje Sindhiya Computer Institute Gwalior (M.P).
* Diploma in accounting from ROM Computer Education, Gwalior (M.P).

**Work Experience: -**

**Om Trans Logistic Ltd. As a (Executive – Sales & Marketing)**

**(11 Nov 2018 TO Oct 2019.)**

**Job Profile:-**

* Inbound & Outbound shipments to: USA, Nigeria, China, UAE, Srilanka, Pakistan
* DDP & DDU Shipments
* All inland destination - Ramp delivery & Door delivery shipments.
* Hazardous Cargo
* Accountable for developing business in high potential accounts where we do not have any presence.
* Accountable for achieving sales target on assigned responsibility as well as profitability maintenance/improvement (as needed)
* Responsible for developing and growing assigned set of customers to achieve business targets
* Identify new business opportunities and proactively work closely with cross functional team to translate opportunities into actionable plans
* Strong communication with customers for market control
* Performing Sales Analysis, Budgeting & Forecasting

**Aye Finance Pvt ltd. Assistant Branch Manager in INDORE (M.P)**

**(11 Jan 2017 TO 31 Oct. 2018)**

**Job Profile: -**

* Provide financial assistance to urban area’s fully responsible from loan origination till final installments.
* Developing customers for business loan againstproperty (Mortgage)
* New acquisition of business, visiting customers to develop team’s business on day to day basis.
* Training and building skills of team on weekly basis.
* Support marketing team to develop the marketing strategies.
* Advertising of company products through campaigns.
* Managing the team of 5 people and develop their skills.
* Managing and handing the Operations.
* To conduct house visit, physical documents verification, organizing Pre.PD and PD, disbursement & planning etc.
* To ensure 100% repayment rate of branch.
* To meet the targets given by company on monthly, quarterly and annually basis.
* To maintain co-ordination of branch with operation, credit, audit, cash, service quality and other departments for uninterrupted work flow.
* To organize training programs for updating policy changes, business improvement tactics, new product training etc among the Branch staff.
* We are providing secure loan, unsecured loan.
* Like HL, QML and ML

**Ujjivan Financial Service Ltd as Branch Manager (CRM) in Pithampur (M.P)**

**(September 2014 to Dec 2016)**

**Job Profile: -**

* Provide financial assistance to rural and urban people and fully responsible for loan till the final installment.
* Manage the team of 10-12 field staff along and operation department.
* To conduct house visit, physical documents, verification, organizing GRT, disbursement & planning etc.
* To ensure 100% repayment rate of branch.
* To meet the targets given by company on monthly, quarterly and annually basis.
* To maintain Co-ordination of branch with Operation, Credit, Audit, Cash, service quality and other departments for uninterrupted work flow.
* To organize training programs for updating policy changes, Business improvement tactics, new product training etc among the Branch staff.

**Achievements:-**

* Pithampur Branch Got **1st Position in MP on the Competition** **“Public Ka Champion”** Continuously 2 Month & 2nd Position in 3rd Month.
* From May onwards Pithampur is the Top Business performing branch in MP
* Pithampur Branch again got 1st position in mp on the competition Public Ka Champion and disbursement above 1.31.lac. Month of dec.-15 & again month of jan-2016 disbursement 1.04 lac. With PKC win all branch

**HDFC BANK LTDas a Transaction Assistant in Chittorgarh & Nimbahera (Rajasthan) (Oct 2012 Aug 2014)**

**Job Profile:**

* Coordinate all the activities at Branch level of loan disbursement.
* Disbursement credit counseling, Account opening customer transaction of loan and EMI, staff meeting.
* Monitoring CGT, GRT & center meeting.
* Checking and Verification of all loan and account documents.
* Timely submitting reports to operation department and cash management.
* Handling Portfolio of 5 crore business and 7-8 executives’ team of Chittorgarh and Nimbahera.
* Diligently carrying out all the responsibilities allotted to him by the RM/CH from time to time.

**GUPTA & SONS (PVT) LTD as a Area Manager for authorized dealer of Bajaj Auto Limited in Gwalior (M.P) (August 2009 to September 2012)**

**Job Profile:**

* Strong customer relationships between dealer & sub dealer business.
* Resolving sub dealer complaints regarding sales and service
* Managed entire Office systems.
* Managed entire sub dealer.

##### Personal Details

Name Ravii Soni

Father’s Name Satya Narayan Verma

Mother’s Name Kamala Verma

Permanent Address Taraganj, Sangle Ka Bada, Gwalior M.P

Date of Birth 21-DEC-1983

Nationality Indian

Marital Status Married

Languages Known Hindi & English

Interest & Hobbies Listening Music & Cricket

**Declaration: -**

I, here by abide that all the information and details provided by me are true up to my best

knowledge.

**Date: - ----/----/----**

**Place: - ------------ (Ravii Soni)**