

# DIPENDRASINH HARISINH RANA

Mo 9558801505

E mail: ranadipendrasinh@gmail.com

## SNAP SHOT

A competent professional with experience to accomplish career track of delivering and sustaining profit in the field of co-corporate sales and channel sales.

Proven ability to generate new business and customer loyalty. Consistent contribute to counter goal and company's profit.

Team player with excellent human relation skill effectively relate to train and motivate the fellow executive with maintaining high moral for work.

## CAREER HIGHLIGHTS

### Aavas Finance Ltd ( Branch Head ) Dec 2021 to Till Date

Responsible for overall sales and revenue generation for the company and manage team mates with high motivation. Managing relationship with Customer and serving them after disbursement and maintain relationship.

Currently managing team of 30 People onboard with 4 BSM and customer services at par.

Also looking after branch compliance and by maintaining high decorum of branch

### IDFC First Bank Ltd (Territory Manager) July 2018 to Dec 2021

Managing end to end sales life cycle –Tapping prospect, analysing their requirement, rendering advice, negotiating commercially and ensuring timely disbursement of loan to customer.

Build and Manage direct and alternate channel for business development for new potential location.

Identifying and approaching key channel partner and sets short and long term channel strategies with improving productivity to achieve desired goal .

### Aavas Finance Ltd ( Business Manager ) Oct 2017 to June 2018

Tapping customer managing sales and revenue generation for the company. Also manage team mate by developing and managing relationships with builders and real estate developers in order to increase sales.

### **Indusind Bank Ltd ( Relationship Manager ) Oct 2016 to Oct 2017**

Manage overall banking process including all type of Assets, Liability, Investment Etc ( 32 product )

Responsible to manage premium customer of bank and to provide service to them and generate business from them to achieve organization desired goal.

### **HDFC Bank Ltd ( Deputy Manager ) Aug 2013 to June 2014**

Generate business from customer through cross sell and increase revenue and Manage overall banking process including all type of asset and liability.

### **Anchor Paints Ltd ( Area Manager ) Jan 2011 to Feb 2012**

Manage and expand the channel network in defined territory. Responsibility for business development in allocated area for various schemes, handling corporate and individual customers for region.

### **Orient Ceramic Industries Ltd ( Area Head ) July 2009 to Jan 2011**

To maintain business relation with key customers of Regional Office. Overall monitoring and track of Dealer workforce operating at different locations. Saurashtra region and then in pune maharashtra

## **ACHIVEMENTS**

Qualified in Europe Tour Contest in Dec-2020 at IDFC first Bank

Awarded as Debit Card King for Pan India in 2017 for record revenue of 1.50 lakh in 10 days

Awarded as best BDM for Saurashtra region in 2010 and first BDM to have sub-dealer network

## **ACADEMIC CREDENTIALS**

2007 - 09	MBA	Institute of Business Management & Research – Ahmedabad
2007 - 09	PGPM	Institute of Business Management & Research – Ahmedabad
2003 - 06	B.Com	( GUJARAT ) University –Ahmedabad

## **Personal vitae**

Name	:	Dipendrasinh Harisinh Rana
Date of Birth	:	10 <sup>th</sup> July, 1985.
Current Address	:	A/2 Shankhnad appartment, opp Saint Kabir school, Naranpura, A.BAD.

