

NISCHAL MAKWANA

B.com, M.B.A (Marketing)

Contact No.: +917878370704

nisschalrohit@gmail.com

CAREER OBJECTIVE

I am currently seeking for job that will take full advantage of my skills and learning ability.

EDUCATIONAL QUALIFICATION

1) Master of Business Administration – 6. 53 (First class)

R.B.Institute of Management Studies,
Gujarat Technological University, Ahmedabad.

2) Bachelor of commerce – 58% (2016)

SMT. A.P Patel Arts & N.P Patel Commerce College, Naroda,
Gujarat University, Ahmedabad.

3) H.S.C Commerce – 54.86% (2012)

Jivan Prakash VidyaVihar, Ahmedabad.
Gujarat Secondary & Higher Secondary Education Board.

4) S.S.C – 51.58% (2010)

Sahyogmadhyamikshala , Ahmedabad.
Gujarat Secondary & Higher Secondary Education Board.

COMPUTER SKILLS

- Basic knowledge of computer
- MS Office
- Basic knowledge of computer hardware and software

PROJECTS & VISIT

- I have visited Neutron power tools Ltd. to increase my knowledge.
- I have visited Mundra Port (Adani Group) to know their infrastructure.
- I have done project in Chiripal Textile.
- I have visited Sardar Patel farm

SUMMER INTERNSHIP PROGRAM

Company : IMRB International (Indian Market Research Bureau)

Project Title : “Analysis of trend in use of information technology equipment in business activity for vision of future growth opportunities”

Duration : June-July 2017

EXPERIENCE

- 1) Worked as a finance executive at Indusland bank two wheeler loans department from Feb 2018 to Feb 2019

➤ Roles and Responsibility

- Approve loans within specified limits.
- Meet with applicant to obtain information to obtain loan application and to answer question about the process.
- Analyze the applicants’ financial status, credit and property evaluations to determine feasibility of granting loans.
- Explain to customers the different types of loan options that are available.
- Review and update credit and loan files.
- Review loan agreement to ensure that they are complete and accurate according to policy.
- Compute payment schedules.
- Submit applications to credit analysis for verification and recommendation.
- Negotiate payment arrangements with customers who have delinquent loans.
- Providing special service

- 2) Working as a financial consultant at Mamba finance two wheeler loan department from Feb 2019 to Aug 2021

➤ **Roles and Responsibility**

- Develop loan application by evaluating applicant information and documentation.
- Meet with applicants to obtain information for loan applications and to answer questions about the process.
- Analyze potential loan markets and develop referral networks in order to locate prospects for loans.
- Evaluating loan application and documentation by informing applicant on additional requirements.
- Go the extra mile to build trust relationships, customer loyalty and satisfaction throughout the process.
- Compute payment schedules.
- Prepare and submit timely and accurate loan files.
- Stay abreast of new types of loans and other financial services and products in order to better meet customers' needs.
- Accomplish company mission by completing related results as needed.
- Handle customer complaints and take appropriate action to resolve them.

- 3) Working as a Assistance Branch Sales Manager at Bajaj finance Ltd (Two wheeler loan sales) department from March 2022 to Nov 2022

➤ **Roles and Responsibility**

- Manage Two wheeler through Dealers
- Direct Sales Agents and Direct Sales Teams.
- Empanelment of new two wheeler Dealers.
- DSA and DST in the market.
- Accountable for Sales performance and productivity of team.
- Conduct training for all the channels and team on product, policy and market.

- 4) Working as a Territory Manager at Hero Fincorp Ltd (Two wheeler loan sales) department from Nov 2022 To Till Date

➤ **Roles and Responsibility**

- Manage Two wheeler through Dealers
- Direct Sales Agents and Direct Sales Teams.
- Empanelment of new two wheeler Dealers.
- DSA and DST in the market.
- Accountable for Sales performance and productivity of team.
- Conduct training for all the channels and team on product, policy and market.

ACHIEVEMENTS

- I have participated in AGRIM TECHFEST EVENT-2017 which is cultural event of R.B. Institute of Management Studies (RBIMS).
- Secured 1st rank in TREASURE HUNT in AGRIM TECHFEST EVENT-2017 organized by R.B Institute Of Management Studies (RBIMS)
- Achieved 1st rank in RELAY RACE & CARROM in SPORTS DAY - 2017 organized by R.B Institute Of Management Studies (RBIMS)
- I have participated in the forest camp organize by Gujarat university during January 2015 at Sundarvan.
- I have participated in the N.S.S inter college work camp organized by the department of higher education, Gujarat government and N.S.S department of Gujarat university at Lilapur Village from 2014.
- I have participated in SKITS in Inter-Collegiate Youth Festival during year 2014 hosted by City C.U.Shah Commerce Collage

PERSONAL DETAILS

Name : Nischal Makwana
Father's Name : Navinchandra Makwana
Date of Birth : 27th August, 1993
Address : 11/Sarvoday Park Society,
Rajendra Park Road, Odhav,
Ahmedabad-382415
Gender : Male
Marital Status : Unmarried
Hobbies : Traveling, Driving, Making a New Friends
Languages Known : Gujarati, Hindi, English,
Skills : Good Communication, Self-Confidence, Leadership
Problem Solving, Critical Thinking

DECLARATION

Here by I declared that above information are true as per my knowledge.

Date:

Place: Ahmadabad

MAKWANA NISCHAL