

SIDDHARTH BHATT

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Objective

To be associated with a progressive organization that gives scope for continuous learning, provides space for application of knowledge and skills that can be aligned to the latest trends.

Career Abridgement

- An astute professional with qualitative experience in Sales.
- **Presently working with Nissan Renault Financial Services as City Manager.**
- More than 9 years of experience across multiple profile handling & multiple products (Auto, Commercial vehicle, Construction & commercial equipments & Tractors) at multiple locations of Gujarat.
- Proficient in checking & verifying Policies along with handling administrative activities as well as Vendors management.
- An excellent communicator with strong relationship and team management skills.
- Handling Risk Management co-ordination with underwriters regarding our underwriting. Handling Issuance, discrepancy query & its pending requirements.

Organizational Facets

At Present:

Sept 2016 to till date Nissan Renault Financial Services (I) Pvt Ltd as City Manager

Key Deliverables

- Activated 6 inactive dealer counters.
- Handling counters of Renault, Nissan and Datsun for Ahmedabad, Rajkot, Gandhidham, Bhuj, Bhavnagar, Mehsana, Palanpur & Himmatnagar.
- Developing relationship with dealers to increase business penetration.
- Managing & Activating Inventory account of dealers.
- Monitoring competitor's business strategies and coordinating with Brand team to plan strategies accordingly.
- Coordination with Credit, Operation, Finance, Collection & Customer service teams.
- Managing PDD's
- Support collection team to control delinquency
- Cross sell of products like PPI.

Notable Accolades

- Activated highest no of Inactive counters in region.

Previously Working With:

Feb 2016 to Aug 2016 Kotak Mahindra Prime as Relationship Sales Manager

Key Deliverables

- Reactivated 5 channels/ dealers have restarted business with organization.
- Developing relationship with dealers to increase business penetration in their counter.
- Managing Inventory and Trade advance of various dealers.
- Monitoring competitor's business strategies and plan strategies accordingly.
- Managing PDD's
- Controlling Delinquency
- Coordination with credit and operation team.
- Cross sell of products like CLI, Motor Insurance, CASA, Credit cards etc.

Notable Accolades

- Highest cross sale penetration in month of March 2016 across pan India.

Jan 2014 to Jan 2016 HDFC Bank Ltd as Sales Manager

Key Deliverables

- Empaneled and activated 10 new channels.
- Job involves to develop & manage team of Dealer, DSA, CA's & GI agents, T.L and Executives to increase Used car business.
- Monitoring competitor's business strategies and plan strategies accordingly.
- Monitoring and controlling CAT A Limit of vendors.
- Managing PDD's
- Controlling Delinquency
- Coordination with credit and operation team.
- Cross sell of products like Suraksha kawach, Motor Insurance, CASA, Credit cards etc.

Notable Accolades

- Got awarded (From business head & Business manager) as a member of Achiever's club for my outstanding achievement in a bank.
- Achieved business targets & cross sell targets during entire year.
- Played a key role to empanel new vendors.
- Increased used car and CA business.

Jan 2008 to Dec 2013 Sundaram Finance Ltd. as Asst. Manager (Marketing)

Key Deliverables

- Won many awards like star performer, champion of car finance during my tenure.
- Job involves to selling various products in various segments i.e. CE & MH, MCV & HCV, LCV, New cars, Used cars & tractors.
- Monitoring the back-end work, Assessments of customer Credit, Physical Verification of Customer and also handling a most important task "Collection".
- To source the business of Vehicle loan through Dealers executive, DSA, References & Open markets.
- Monitoring of launching operations in Baroda, Rajkot, and Anand location.
- To solve the problem and monitoring from login to disbursement.
- Set the market in undeveloped area.
- Accountable for checking & verifying Policies along with handling administrative activities as well as Vendors management.
- Training the new joiners.

Notable Accolades

- Achieved target of Sales & collection during entire years in very tough situation.
- Played a key role in curtailing NPA ratio.
- During the year 2008-2013, I played KEY Role to achieve all product targets as well as collection target.

Academic Credentials

Sr NO	COURSE	STREAM	UNIVERSITY/ COLLEGE	YEAR
1	PGDBM (International business)	Marketing and Finance	MATS school of Business	2008
2	Bachelor of Business Administration	Marketing and Finance	Somlalit institute of Mgt studies (Gujarat University)	2005
3	H.S.C	Commerce	Gujarat Board	2002
4	S.S.C	General	Gujarat Board	2000

Software Proficiency

Well versed in:

- MS - Office & Windows Application
- Lotus Notes, Outlook Express & Win 2000
- SAP

Personal Vitae

Date of Birth : 3rd November 1984
Address : 21 Shrinath Dwara Society, Opp Ronak Park, Nava Vadaj, Ahmedabad - 380013
Hobbies & Activities : Photography, Rescuing Reptiles & Birds.