

CURRICULUM VITAE

Manthan Raval

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Insurance, Banking & Finance (Updated as on - 2023)

Vijay Cross Roads,
Ahmedabad,
Gujarat, India

Profession Logic - *"The purpose of sales & marketing is to create a customer who creates CustomerS."*

Background:

Part **Australian raised** moreover qualified who has spent almost eight years in Sydney and landed in India on 1st Jan 2014 for good. Very strong **(English)** communication, written and interpersonal cleverness with remarkable professional experience. Determinedly gained degrees at well known Australian Universities.

Profession Spotlight:

Seeking coursework for Finance, Banking & Insurance/ Key Account Management, Profit Centre Operations/ Business Development & relations with an organization of repute. An endowed and true-blue personality with recognized proficiency and vast experience in organization, Who acquires delight in challenges and gains knowledge from day to day experiences.

Exceptional Skills & Personality

- Dynamic, sharp and effective communication and written skills
- Talent to work well individually as well as a part of team
- Having the right Attitude of 'plan before you jump' doing
- Proven aptitude to reach goals with commitment and enthusiasm
- Energetic, calm and resourceful under pressure
- Knowledgeable to speak effectively in front of crowd with self-reliance and courtesy

Educational Qualification

- **Master of Business Administration** - Charles Sturt University, Sydney, Australia
- **Bachelor of Accounting** - Charles Sturt University, Sydney, Australia
- **Diploma of Commerce** - Macquarie University, Sydney, Australia
- Schooling was done from St. Xavier's High School Ahmedabad, India.

Foundation in India – Insurance & banking, Senior Management, Decision-making, Client Relationship, Sales & Marketing, Business development, Channel & Distribution panel.

Employment Experience:

➤ SBI Life Insurance Company Limited (Parent Body - SBI Bank)

Senior Area Manager / Associate Vice President - Bancassurance

Ahmedabad – Gujarat

Nov 2014 - Employed

Profession and Responsibilities:

- Senior Managerial portfolio whereas I am in charge for the large spreaded team across ahmedabad with top performing SBI Bank branches (Around 50 branches).
- Handled the largest NRI & HNI customer folios PAN INDIA.
- **Managing total volume of 147 cr, (40 cr NB, 7 cr CL NB & 100 cr Renewal business).**
- **Accountable for revenue/commission worth 8 cr to the bank.**
- Ensuring and training the team for customer & bank relationship by providing the right product and delivering best services available, and by providing sufficient product knowledge and understanding their needs.
- Conducting meeting & training programs for CIFs, Branch Managers, AGMs, DGMs & Above.
- To ensure and maintain levels of productivity and to uphold the brand image and ensure compliance with all AML, KYC, internal and external IRDA and company regulations.

❖ Accolades & Praises:

- ✓ Took 3 consecutive promotions – from BDM to Senior Area Manager.
- ✓ Qualified for all **4 foreign trips** in 4 consecutive years.
- ✓ Qualified for 1 international & 1 domestic cruise trip with family.
- ✓ Pulled off around **55 trophies** and heaps of certificates.
- ✓ Honored by SBI Bank Chairman (Twice) and by MD & CEO SBI LIFE (Six Times).
- ✓ Got promoted and decorated in each year after joining the business.
- ✓ PAN India topper Business development manager for consecutive 2 years (Amongst 2500 BDMs PAN India).
- ✓ FY 15/16 – PAN India topper in Business/Premium volume and got promoted as a Senior BDM.
- ✓ FY 16/17 – PAN India topper in budget achievement and got promoted as an Area Manager.
- ✓ Zero (0.02%) cancellations, FLCs, refunds or customer complaints in BDM & Sr. BDM tenure for 2 consecutive years.
- ✓ Highest business persistency with 99% & 97% as a BDM for 2 years which shows the eminence of the business done.
- ✓ **Only Area Manager to achieve PROTECTION BUDGET for all 4 repeated years.**
- ✓ Number 1 Area Manager throughout in all digital & hygiene parameters like M-connect, Insta PIWC, FTR, 0-2 days TAT, ASP, lowest refunds & fastest issuance.
- ✓ FY 17/18 – HNI & NRI Area Manager – Number 1 in the Zone.

➤ **British Telecom (Leading Global Technology & Telco Company - SYDNEY)**

Finance Associate

June 2012 - December 2013

Profession and Responsibilities:

- Management of supplier as well as client billing and inventory process & development for Australia and New Zealand
 - Account Administration for domestic & global company consumers
 - Increment in revenue and productivity by enhancing billing procedure for company divisions
 - Front hand accounts payable responsibilities as well as supporting AR operations
 - Supervision and dealing out staff expenses on day-to-day source
 - Coordination with the Facility team in relation to routine office operating cost
 - Presence in meetings and management of assignment register for finance sector including some ad-hoc duties
 - Accounting and bookkeeping, preparation of monthly reports and company banking
 - Assisting in the making of documentation - invoices, memos, letters and other reports using word processing, spreadsheets and database software
- ✓ ***Most important employment success in plunging approximately AUD-30,000 a month on telecom bills and an added luxurious accomplishment in enhancing the billing course of action intended for ASIAPAC (meant for 9 countries) - Key Initiative Creator***
- ✓ **Victorious to win an honor for the most promising employee of the Quarter (OND - 2012) from the COO - ANZ.**

➤ **Sydney Convention and Exhibition Centre (Darling Harbour)**

Head of Admin Operations

September 2007 – June 2012

Profession and Responsibilities:

- Team supervision and roaster scheming for administration team
 - Primary administration for the company chief executive
 - Center database modernizing on day to day basis
 - Admin support to the purchasing director as well as branch of AR operations
 - Team meetings and dealing with admin staff issues and work out their queries
 - Payroll assistance as well as maintaining the staff database
 - Handling of cash course and organizing administrative center related operating equipments
 - Assisting in the making of documentation - invoices, memos, letters and other reports using word processing, spreadsheets and database software
 - Growth in revenue and efficiency by launching successful publicity campaigns with sales & marketing teams
- **Won An award for the best team management from the CEO in June - 2011**
- **Employee of the year prize from the CEO & CFO in December - 2010**

➤ **Individual Information:**

Birth – February, 1988

Marital Status – Married

Proficiency – Gujarati, Hindi, English

➤ **Computer Literacy:**

MS Office - Excel, Word, PowerPoint, Outlook

Softwares Used - Quickbooks, SAGE, SpringCM (Documentation/Storage), Replicon (Internal Employees' Timesheets), Greytip/Compupay (Payroll)

Many thanks for the anticipation. Have an awesome day ahead.

Great Regards,

Manthan Raval

Self-certainty : *“The richest people in the globe look for and build networks, everyone else, just look for work.”*