CURRICULUM VITAE

Jaymeen M. Patel

201 BHARVI TOWER, NR WONDER POINT COMPLEX, CTM, AMRAIWADI,

AHMEDABAD,GUJARAT, INDIA - 380026

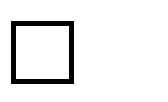
**Contact No.: 09638228398 E-mail:***[jaymeen.007@gmail.com](mailto:jaymeen.007@gmail.com)*

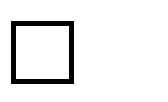
# OBJECTIVE:

To be effectively utilized for the targeted goals of the organization, get skill oriented, challengeable position in professionally managed organization.

# Current Employer

**TATA CAPITAL FINANCIAL SERVICES LTD**

DURATION : APR 2023 TO STILL RUNNING

DESIGNATION : SALES MANAGER LAP RETAIL DSA Verrtical

# JOB RESPONSIBILITIES:

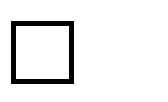
* Working on LAP & NRP loan cases for Ahmedabad location for residential, commercial and industrial.

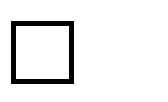
Meeting with the customer and analyzing the loan requirement of the client.

* Checking eligibility of the sourced file and getting it login as per procedure.
* Coordinating with credit manager and customer for doing PD and other documentation part of the file
* Working closely with operation team for getting the disbursal of file till cheque handover.
* Appointing new DSA, IDCs and other channel members for increasing business for LAP and NRP both in Ahmedabad location.
* Also handling customers queries pre and post disbursal of the loan.

# Previous Employee

**IIFL HOME FINANCE LTD**

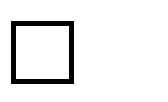
DURATION : JUL 2022 TO MAR 2023

DESIGNATION : SALES MANAGER HOME LOAN / LAP RETAIL

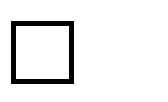
SALES

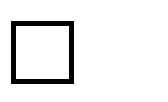
STANDARD CHARTERED CAPITAL LTD

# DURATION : NOV 2021 TO APR 2022

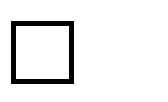
 DESIGNATION : SALES MANAGER LAP CPBB

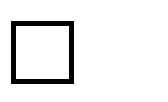
# RATNAAFIN MANAGEMENT SERVICES LLP

DURATION : MAR 2020 TO AUG 2021

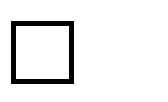
DESIGNATION : SALES MANAGER (BDM) RETAIL MORTGAGES & CROSS SELL

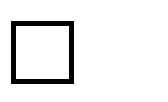
# IDFC FIRST BANK LTD

DURATION : AUG 2019 TO FEB 2020

DESIGNATION : Territory Manager Cross Sell SME

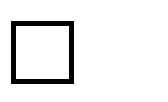
# ICICI BANK LTD

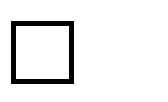
DURATION : APR 2017 TO AUG 2019

DESIGNATION : Branch Sales Manager in Mortgage (Residential,Commercial&Industrial)

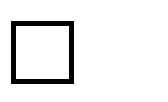
* Working on HL & LAP cases for Ahmedabad, Gandhinagar location.
* Appointing new DSA and other channel members for increasing business for LAP &Home loan both in Ahmedabad and Gandhinagar location.
* Checking eligibility of the sourced file and getting it login as per procedure.
* Coordinating with credit manager and customer for doing PD and other documentation part of the file
* Working closely with operation team for getting the disbursal of file till cheque handover.

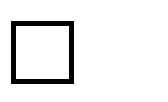
# CAPRI GLOBAL CAPITAL LTD

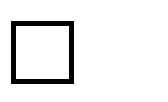
DURATION : July 2016 to Nov 2016

DESIGNATION : Area Sales Manager in LAP department, (Residential,Commercial,Industrial)

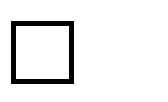
# BAJAJ FINANCE LTD

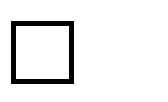
DURATION : SEP 2014 TO MAY 2016

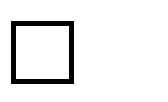
DESIGNATION : Asst. sales manager in SEHL department, Cross sell department(PSF)

JOB RESPONSIBILITIES : Direct Sales by database of leads & built relations with customers and DSAs.

# GLODBAL DENT AIDS PVT LTD

DURATION : 6 Month

DESIGNATION : Medical Representative

JOB RESPONSIBILITIES : Foreign countries dental products like Materials and Equipment direct selling to dentists & ENT doctors

# EDUCATION:

|  |  |  |  |
| --- | --- | --- | --- |
| **Sr.** | **EXMANITION** | **BORD/UNI** | **YEARS** |
| **1** | **S.S.C** | **G.S.E.B** | **MARCH-2007** |
| **2** | **H.S.C** | **G.S.E.B** | **MARCH-2009** |
| **3** | **B.C.A.** | **GUJ. UNI** | **MARCH-2012** |

**COMPUTER SKILLS:**

Good Knowledge of MS Office, ITS/W & H/W

# STRENGTH:

* Team Building
* Leadership
* Hard Working
* Strong Decision

# PERSONAL DETAILS:

Date of Birth : 13th NOV’, 1991

Nationality : Indian

Marital Status : Married

Gender : Male

Languages Known : English, Hindi & Gujarati

Interest/Hobbies : Traveling, Gym, Reading, Music, Paintings

JAYMEEN PATEL