VINEET KRISHAN PANDEY

**Mobile-**  + 91-9838427271, **E-Mail:**vkpandey78@gmail.com,Krishna\_vineet@yahoo.co.in

**Assignments in Sales & Marketing / Business Development / Training & Development with a growth oriented organization.**

**Presently working as a Branch Manager Escorts Asset Mgmt Ltd Ahemdabad ( Working profile as area manager Gujarat) from DEC-2014 to till date.**

**Professionals’ synopsis**

* A dynamic professional with **around 14 Years** of rich experience in the areas of Management , Sales & Marketing, Business Development, Client Servicing, Team Management, Training & Development.
* Proficient in Managing Team ,managing sales , organizing promotional campaigns, building relationship with clients & achieving desired goals.
* Well versed with MS Office, Windows98/XP, Excel, MS-DOS, & Internet Applications.
* Adept in managing, reviewing and undertaking appropriate investment activities for clients, consistent with investment philosophy, investment guidelines and client needs.
* Possess excellent Training, Communication, and Relationship Management & Team Building Skills with dexterity in mentoring and managing sales teams.

**PROFESSIONAL QUALIFICATION**

* **NCFM: AMFI (DISTRIBUTOR MODULE)**
* **P.G.D in INDUSTRIAL RELATION & PERSONNEL MANAGEMENT from Sherwood College of Management, Lucknow.**

**Key Deliverables**

**Sales & Marketing**

* Formulating competent business strategies to market a wide range of Financial / Banking/ Insurance Products and ensuring the attainment of set sales and profit targets.
* Analyzing latest marketing trends and tracking competitors’ activities and providing valuable inputs for fine tuning sales & marketing strategies.
* Running the sales and marketing operations, promotional activities & accountable for increasing sales growth and driving sales initiatives in order to achieve business goals.

**Business Development**

* Identifying prospective business, establishing strategic partnership and alliances, generating business from the existing accounts and achieving profitability and increased sales growth.
* Exploring potential business avenues to penetrate new accounts and expand existing clientele; responsible for mobilization of funds.

**Customer Relationship Management**

* Mapping client’s requirements and providing them expert advisory services pertaining to selection of the right product.
* Building and maintaining healthy business relations with major clients, ensuring customer satisfaction by achieving delivery & service quality norms.

**Team Management / Training**

* Recruiting, mentoring and training field functionaries to ensure sales and operational efficiency.
* Creating and sustaining a dynamic environment that fosters development opportunities and motivates high performance amongst team members.
* Conceptualizing & developing training & development initiatives for improved productivity, building capability and quality enhancement.
* Identifying training needs across levels through mapping of skills required for particular positions and analysis of the existing level of competencies.

**Career Recital**

JOB STATUS : BRANCH MANAGER

COMPANY : ICICI BANK

COMPANY PROFILE : BANKING

DURATION : JULY 2012 TO Sep2014

LOCATION : NATHDWARA, RAJASTHAN

**About Company**: ICICI BANK offers a wide range of banking products and financial services to corporate and retail customers.

**Responsibilities :**

* To Develop Retail and Corporate network.
* Managing the branch Activities.
* Managing and motivating team to increase business.

JOB STATUS : BRANCH HEAD

COMPANY : ESCORTS ASSET MANAGEMENT LTD.

COMPANY PROFILE : INVESTMENTS

DURATION : SEP. 2005 TO JUNE 2012

LOCATION : KANPUR

**About Company**: Company is asset management Company deals investment in Equity, Debt, Balanced fund& P.M.S. Services.

**Responsibilities (BRANCH HEAD Based at KANPUR)**

* To Develop Retail andCorporate network in the region.
* Handling the branch Operation Activities.
* Keep a close watch on competitor’s activities, conceiving & implementing strategies to increase

Market penetration and market share

* Planning and implementation of promo activities for recall and / or enhancing Brand Equity
* Expanding distribution and dealer network in untapped areas and strengthen in existing areas.
* Manage and motivate distributor and Corporate network.
* Increase market share through new product launches and building market share
* Ensure proper reporting of self and team members on daily, weekly, fortnightly and monthly basis.
* APPROCHING HNI CLIENT AND PROVIDE THE SERVICES.
* To achieve Targets through a team of distributors.
* Monitor Competition activities and plan accordingly to retail Sales and Market capitalization.
* Interacting with investors for Investments Purpose.

**Job Achievements:**

In this period I have developed valued Distributors and HNI Clients.

* In this period I have given a good market image of my company and build up corpus around 25 corers.

JOB STATUS : Team leader (CAPITAL MARKET)

COMPANY : STANDARD CHARTERED BANK.

COMPANY PROFILE : BANKING

DURATION : MAY 2001 TO SEP 2005

LOCATION : Kanpur (U.P.)

About Company: Company is BANKING ORGANISATION deals in depository, banking & Personal Loans facilities.

* Controlling the Team of five executive
* APPROCHING NEW PEOPLE AND PROVIDE THE SERVICES.
* To OPEN DEMAT &loan against securities.
* Achieve the targets & Monitor Competition activities and plan accordingly to retail Sales and Market capitalization.
* Interacting with investors for Investments Purpose.
* Processing of Demat, Remat and Pledge request and intimating them.

**Job Achievements:**

* PROMOTED AS A Team Leader.

**Summer Training**

Title: **LABOUR WELFAIR ACTIVITY**

Organization: **KANPUR DUGDH SAHKARI SANGH LTD.**

**Academic**

* **B.COM from KANPUR UNIVERSITY**

**PERSONAL STRENGTH**

A career in sales and marketing demands multi-disciplinary skills and ability to see every aspect of the problem. I have developed competency in areas like Sales, finance and Mgmt. Information system. My Long and Rich Work Experience at Icici bank Ltd., Escorts asset mgmt ltd., and Standard chartered bank has honed my problem solving skills. Being in sales function for nearly 14 years now, I have developed an eye for detail and a very good understanding of the market dynamics. My competencies have won me several incentives/recognition at companies, where I have worked. I have always endeavoured to excel in whatever I have pursued & shall continue to do so in future.

STRENGTH:

* Problem solving approach.
* Quick grasping power & zeal for learning new things.
* Ability to work as a good team member as well as independently.
* Ability to adjust quickly in different atmosphere.

**Personal Details**

**Date of Birth:** 29December 1978

**Father Name:** Shri P.S Pandey

**Address :** 38/32,Khas Bazar Shivala, Kanpur – 208001, UP, INDIA.

**Current Location:** Kanpur

**Experience:** 13 Years 4 Months

**Qualification:** PGD In IRPM