

Ranjit v Badhe

Area Manager

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Core Competencies

- ❖ Operations Management
- ❖ Budgeting / Cost Control
- ❖ Quality Management
- ❖ Process Improvement/ Standardization
- ❖ Client Relationship Management
- ❖ Accounts Receivables
- ❖ Collections Management
- ❖ Process Migration/ Stabilization
- ❖ Revenue Enhancement

Soft Skills

- ❖ Analytical
- ❖ Communication
- ❖ Planning
- ❖ Multitasking
- ❖ Problem Solving
- ❖ Time Management
- ❖ Team-oriented
- ❖ Works well under Pressure

Achievements

- ❖ Received:
 - Sprinter Award in Dec'15
 - Best Hub Trophy (2 Times)
 - Hero of Movement Award in Sept'17
 - Sprinter Award in Mar'18
 - Hero of Movement in Jun'18
 - Super Manager Trophy with Certificate
- ❖ Promoted as:
 - Assistant Collections Manager in sep 2019
 - Area Collection Manager in Dec 2020 at Kopargaon Location

IT Skills

- ❖ MS Office
- ❖ MS-CIT

Profile Summary

- Excellence with nearly 9 years of experience in managing credit & collection operations and prioritizing various tasks and deliverables as required by customers and management by driving cross-functional teams using interactive & motivational leadership
- Chocolate Hero Box Award Continuous 15 months
- Excellent Certificate Continuous 15 months with Sign of CCO & M.D
- Expertise in devising & implementing effective collection plans and designing & effectuating new process in order to achieve the business excellence / profitability
- Streamlined & improved existing systems / processes, envisioning new methodologies through implementation of process improvement measures & automation efforts, thereby increasing work efficiency
- Proficient in ensuring highest customer service levels by responding professionally to customers' requests
- Performance-driven professional with excellence in budget planning, and cost management activities
- Track record of managing entire gamut of collection activities including billing, distribution of invoices & account statements, policy formulation and maintaining profitability through effective recovery/reduction in bad debt cases

Academic Details

- Bachelor of Arts from SSPOU University Mumbai in 2018
- HSC from KJS College, Kopargaon, Ahmednagar in 2010
- SSC from New English School, Chandekasare Dist. Ahmednagar, in 2008

Work Experience

Area Manager - Bajaj Finance Ltd., Kopargaon Sep'14 – Till Date

Responsibilities:

- Driving collections functions in the assigned zone; building plans to drive collection revenues of circle as per defined budget with key focus on accomplishing monthly budgeted bad debt targets
- Formulating new strategies & SOPs for process enhancement; managing MIS development & budgeting for strategic decision-making; developing plans to mitigate cost
- Coaching teams for achieving business objectives through regular performance management; establishing goals and targets for the regional Collection In-charges and Collections Acm's
- Managing Bucket X (6000+)
- Working with Recovery Officer to manage 14 locations
- Supervising 80+ field executives
- Checking & depositing cash
- Performing regular site and agency visits
- Identifying critical and fraudulent cases
- Preparing and sharing Tracker regularly (RO/Agency/FOS)

Date of Birth: 18th August 1992

Languages Known: English, Hindi & Marathi

Address: Post Douch khurd Tal Kopargaon Dist. Ahmednagar 423601