

## **SUMMARY**

Having rich experience of 29+ Years in Managing & Business Development in the vertical of Commercial Vehicle Refinance. Looking for opportunity in the senior management role in Organization dealing in CV Business Vertical and allied Sector. Effectively managed assignments and team members. Dedicated to self-development to provide expectation-exceeding services.

## **EXPERIENCE:**

- Last Association was with Shriram Finance Ltd since 02/1994. Having rich experience of approx. 29+ Years in the vertical of Commercial vehicle Financing.
- Served in the capacity of Zonal Business Head at Shriram Finance Ltd., New Delhi.
- Strategizing and ensuring proper execution of business-related plans for zone
- Forming sales, distribution and marketing related activities and ensuring that they are properly implemented in the zone.
- Ensuring the growth of customer base, sales figures, and customer satisfaction index.
- Keeping close watch on target, competition and driving the team for achieving the same.
- Coordinating product launches.
  
- Taking care of the total business of commercial vehicle finance of the Zone.
- Taking care of total portfolio management.
- Taking care of total cross selling products.
- Drove company growth with proactive mind-set and result-oriented plans for Business operations.
- Supported employee morale and well-being by developing positive practices, centred on career development and individual job satisfaction.
- Cultivated work environment focused on personal responsibility, continuous improvement and delivering high quality results.
- Directed daily operations of financing business, collections and flexed with changing demands to consistently meeting the objectives.
- Monitored staff performance and developed improvement plans.
- Modelled business processes to identify strengths, weaknesses and opportunities for improvement.
- Recruited and hired staff for organisational vacancies and enforced consistent Policies across workforce.

## **EDUCATION:**

- Master of Science, St. Andrews College, Gorakhpur University, UP.
- PG Diploma in Marketing and Sales, Bhartiya Vidya Bhawan, New Delhi.

**SKILLS:**

- Business Development
- Building Customer Relationship
- General office Administration
- Branch Expansion
- Portfolio Management across different Segments of CV Vertical
- Motivating Employees to meet the goals and organizational Objectives.
- Better Negotiation Skills and others.

**CONTACT DETAILS:**

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