**Candidate Details**

**Name Akhil Jain**

**Location Delhi**

**CTC 56 Lacs (F) + 10 Lacs (V) + ESOPS**

**Availability 90 days**

**Educational Qualification**

* PGDBM, Institute of Management Technology(Finance/Marketing)
* Bachelor of Engineering, Bharati Vidya Peeth COE, Pune University, Batch of 1997.

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**Profile Summary**

* Versatile track record in business management, product development, sales & distribution, strategy, credit & risk, channel management in financial services ecosystem across consumer and corporate assets.
* Diversified experience in bouquet of financial products – SME Lending ,Structured Finance, Working Capital Loans, LAP/Mortgages, CV/CE, Equipment Finance, Personal Loans, Auto Loans, Consumer Durable Loans, Two Wheeler Loans and Insurance Products.
* Possess strong leadership qualities, entrepreneurial spirit, strategic vision and passionate zeal to drive large diversified teams.
* Impeccable career record on integrity, longevity and commitment towards the organization.
* Extensive network in the financial services industry.

**Career Progression:**

**Organisation – Magma Fincorp Ltd.**

**Designation – Vice President, Head – Sales Management (New Delhi)**

**Duration – Oct’14 – till date**

(MFL is a 25 years old, $3.5 Billion NBFC dealing in rural and semi-urban markets providing financial products like Retail Loans, Insurance, SME and Housing Finance. I am part of Top 20 management group in the organization out of a vast pool of 7500 employees)

**Profile**

* Responsible for distribution management and business strategy for a strong network of 5000+ Dealers, OEMs, DSAs, Referrals across 7 product lines Car Loans, Tractor, Housing, SME, Used Finance, CV/CE, Insurance and Auto Lease.
* Heading a strong 25 member team across Sales, Marketing and PMO function.
* Leading various initiatives on distribution development like Profitability, Portfolio Mix, Payouts, Multi Product Sourcing, Market Mapping, Cluster Growth, Branding, Below the Line Activities, Communication, Performance Scorecard and Span of Control.
* Develop alternate distribution models like Direct Sales, Rating Agencies, Brokers, Insurance Agents, Franchise Channels and MGMs.
* Spearhead the entire training and development program for 5000 channels and 2000 front line sales force.
* Driving the Project Management Office (PMO) to deliver special projects on business transaction efficiency improvement covering TAT, FTR, Tablet, DJP, TDR and TBV.

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**Organisation – Religare Finvest Limited**

**Designation – Sr. Vice President: Head - Product, Strategy & Key Initiatives**

**Duration – Aug’08 – till date**

(RFL is $2 Billion registered NBFC under RBI dealing in capital market finance, MSME lending, portfolio securitization)

**Profile**

**1.1 Sr. Vice President: Head - Product, Strategy & Key Initiatives – SME Working Capital, Mortgage Loans, Structured Finance (New Delhi, Head Office)**

* Responsible for portfolio profitability, volume, pricing, productivity along with strategic initiatives like Fees, Opex, Cross Sell, IT Interface, Quality, Analytics, new launches and distribution mix.
* Spearhead all key partnerships with several industrial equipment manufacturers, Credit Rating Agencies, SME Associations, Business Chambers and Micro Finance Institutions.
* Drive and executing large ticket, structured finance transactions >25 Crores like LRD, Builder Funding from origination to fulfillment.
* Handled a strategic assignment as Business Head, Chhattisgarh responsible for all functions like Sales, Credit, Collection, Operations, IT, Admin and HR in 2013.

**Acheivement**

Managed a portfolio size of 7000 crores in LAP/SME, 8000 customer accounts, with an over Acheivement on PBT by 50% from AOP.

Developed Educational Institutions Funding (EDI) Program in RFL, current book size of 1100 Crores and sub 1% 90+ delinquency.

Launched equipment finance business, portfolio size of 250 Crores, through industrial tie ups across Printing/Publishing, Gensets, Injection Moulding and CNC manufacturers.

Successfully developed product variants of RTR, Income Surrogates and Banking Programs yielding 31% extra business volumes.

Responsible for Portfolio Pricing, Sectoral Mix, Ticket Size, Fee Lines, Cross Sell, Opex Initiatives for higher ROE delivery > 10%.

Presented research paper on Microfinance, Factoring and Bill Discounting for launching new product variants. Completion of a project on portfolio securitization of 180 crores.

Certified Trainer for REL group for behavioral training programs on five core values.

Certified Export Consultant for MSMEs through IIFT, Ministry Of Commerce.

**1.2 Sr. Vice President: Business Head, North – SME Working Capital, Equipment Loans & Personal Loans (Delhi, 2008 to 2010)**

* Responsible for delivering SME Unsecured Business profitability (P&L) across 10 locations in four northern states of Delhi, Punjab, Haryana and Rajasthan.
* In – Charge for effectively and efficiently setting up sales & distribution, credit and collection infrastructure for the region as per annual operating plan (AOP).
* Execute business results through a competent team of business managers across all functions and domain.

**Acheivement**

* Created a healthy, profitable 300 Crores SME Unsecured Loan portfolio in 2009-10.
* Achieved market leadership position in various SME clusters.
* Completed a successful project on Secured SME Equipment Loans, Launch and Distribution Strategy for RFL.

**Organisation – Citifinancial Consumer Finance India Ltd**

**Designation – Vice President: Regional Business Head – Personal Loans, Home Loans and LAP**

**Duration - May’99 – Jun’08**

**Profile**

**2.1 Vice President: Regional Business Head – Personal Loans, Home Loans and LAP (Bangalore)**

* Responsible for business delivery across 45 FSB Citifinancial branches within Bangalore, Upcountry Karnataka through direct and indirect channels, FOS and Telesales conversions.
* Responsible for leading, mentoring and training a large business team of 2 Regional Managers, 10 Cluster Managers, 45 Branch Managers, 200 FTEs and 600 contractual staff.
* Created a portfolio of over 500 Crores in Personal Loans, booking around 7500 Personal Loans per month (volume of 35 Crores), with an EBITA of 2 Crores.

**Acheivement**

* Successfully revamped the branch network business in South on all performance indices.
* Selected in the 1st batch of 15 High Potential resources for a Career Development Program (CDP) for overseas assignments.
* Bagged the “Rock of Gibraltar” Award in May 2007 for consistent, exemplary performance for 5 years in the organisation.
* Awarded the “Hall of Fame” memento for delivering stupendous business results in Q1, 2007.

**2.2 Associate Vice President, Regional Manager (Delhi) 2003-2005**

* Successfully managed 12 Citifinancial branches dealing in personal loans, mortgages, insurance and other cross sell initiatives.
* Attended “Leaders of Distinction” program in Sydney in Nov, 2005 based on excellent performance for entire financial year 2004.

**2.3 Manager, Credit and Risk (Delhi) 2001-2003**

* Underwriting of Car Loans, Personal Loans, Consumer Durable and Two Wheeler Loans, providing leadership support to a 9 member team.
* Portfolio management of over 700 Crores with 0.5% delinquency in car loans.

**2.4 Assistant Manager, Sales Finance (Delhi) 1999-2001**

* Led a team of sales executives to achieve disbursal targets through an extensive dealer network in NCT Delhi.
* Collaborated with manufacturers like Samsung, LG, IFB and Sony to design and execute new subvention and promotional schemes.
* Received commendation as “Employee of the Month” for outstanding business results in Oct 2000.