

CURRICULUM-VITAE

KUNAL SONI

Mandawali, Unchepar,

New Delhi-110092

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CARRIER OBJECTIVE

I would like to take up a challenging career in the field of Sales and marketing with a progressive organization and wish to work in an environment which explores current Market and will utilize, challenge and advance my talents to best potential. To be associated that gives an opportunity to apply my knowledge and skills and to be a part of the team that Dynamically works towards the growth of the organization.

ACADMIC QUALIFICATIONS

- ❖ B.Com from Annada College in the year 2012 with **70 %** from **VBU (Hazaribagh)**
- ❖ 12th pass from Annada College in the year 2009 with **67%** from **VBU (Hazaribagh)**
- ❖ 10th pass in the year 2007 with **65 %** from **JAC (Hazaribagh)**.

PROFESSIONAL QUALIFICATION

One Year Advance Diploma Course in Computer Application From **N I T D T**.

STRENGTH POINT

- ❖ An Ability to work under pressure and to deadlines.
- ❖ An ability to work independently and as a team.
- ❖ Good Selling skills.
- ❖ Good organizational skills.
- ❖ Good communication skills.
- ❖ Quick to learn.
- ❖ Team Handling
- ❖ Great sense for making market strategy

CARRIER STRENGTH POINT

- ❖ Have a very good network of around **500+ DSAs and connectors** from Delhi and NCR
- ❖ **Have a Very good network and ref of my client which I already served multiple Products**
- ❖ **Managed a team Also of 7-8 peoples**
- ❖ Great Knowledge of Local Market and all Areas of Delhi and NCR
- ❖ Good Knowledge of all **Types Loan Products along with KYC and Financial.**
- ❖ Knowledge of making **CAM** and can do Sales and Credit PD for all the cases.

Company	Piramal Capital and Housing Finance Limited
Location	Noida
Designation	Sales Manager
Working Duration	March 2021- September 21
Roles and Responsibilities	<ul style="list-style-type: none"> Deals with Mortgage Loan (LAP) Recruit New Channel Partner Manage Relationship with Existing Sub-DSA File login in salesforce Property and business place visit for all new logged in cases
Reason For change	<ul style="list-style-type: none"> Joined at the month of March 2021, in the month of april and may lockdown was applied again due to pandemic, and I came into the list of retrenchment
CTC	INR 7,00,000/- PA

Work Experience	
Company	SME CORNER (Digi Kredit Finance Pvt Ltd)
Location	Karol Bagh (New Delhi)
Designation	Sales Manager (DSA MSME)
Working Duration	July 2019 To Dec 2020
Roles and Responsibilities	<ul style="list-style-type: none"> Deals with Business Loan and Mortgage Loan Recruit New Channel Partner from Delhi-NCR Collection of the payment of default cases Manage Relationship with Existing Sub-DSA Keep Record for all submitted cases Cold calling for leads with my own references
Reason For change	<ul style="list-style-type: none"> The company was a corporate DSA Disbursement Process was not Good Temporary Shut down at the time of covid-19.
Reason For change	INR 6,50,000 PA

Work Experience	
Company	Muthoot Fincorp Ltd
Location	New Delhi
Designation	Sales Manager (DSA MSME)
Working Duration	Jan 2018 to June 2019
Roles and Responsibilities	<ul style="list-style-type: none"> Deals with MSME Funding Fintech Based Product Personal Loan, Business Loan and two wheeler Loan Recruit New Channel Partner from Entire Delhi-NCR Collection of the payment of default cases Manage Relationship with Existing Sub-DSA Keep Record for all submitted cases Manage a team of 8 sales executive
Reason For change	<ul style="list-style-type: none"> Ticket size was very low up to only 5 Lakh DSA process closed
Reason For change	INR 6,00,000/- PA

Work Experience	
Company	Finmax Credit and Finance Pvt Ltd (Ambit Finvest Ltd)
Location	New Delhi
Designation	Sales Manager
Working Duration	Jan 2016-Dec 2017
Roles and Responsibilities	<ul style="list-style-type: none"> • Deals with Business Loan and Mortgage Loan • Collection of the payment of default cases • Recruit New Channel Partner • Manage Relationship with Existing Sub-DSA • Keep Record for all submitted cases • Manage a team of 8 sales executive • Manage the portfolio of around 500 existing borrowers • Manage leads from Paisa Bazaar
Reason For change	<ul style="list-style-type: none"> • Company closed • Took over by ambit
CTC	INR 5,00,000/- PA

Work Experience	
Company	INDUSIND BANK LIMITED
Location	Barakhamba Branch Delhi
Designation	Associate Relationship Manager
Working Duration	Jan 2014- Dec 2015
Roles and Responsibilities	<ul style="list-style-type: none"> • Acquiring new customer for all Loan products like, Home Loan,Buisness Loan,Personal OD,CC,Loan,Auto Loan and mortgage Loan, • Participate into product training every week from employees for sharpen knowledge and mock practice for pitching. • Generate leads from open market by cold calling or references. • Source files from DSA,CAs and freelancers
Reason For change	<ul style="list-style-type: none"> • Got a good opportunity as a sales manager in finmax finance.
CTC	INR 3,50,000/- PA

Work Experience	
Company	KOTAK MAHINDRA BANK LIMITED
Location	Anand Vihar Branch Delhi
Designation	Assistant Manager
Working Duration	June 2012- Dec 2013
Roles and Responsibilities	<ul style="list-style-type: none"> • Acquiring new customer for CASA, Fixed deposits, Credit cards, D-mat Account and mutual funds, • Do other cross sell products like HL,LAP,BL,PL,OD,CC and Auto Loan • Relationship building with service providers/Clients (Current and Potential) • Ensure sourcing of 100% premium current and saving accounts. • Participate into product training every week from employees for sharpen knowledge and mock practice for pitching. • Generate leads from open market by cold calling,refrences and CA.
Reason For change	• Growth
CTC	INR 2,40,000 PA

PERSONAL DETAILS

Father's Name : Shri Mahesh Kumar
 Date of Birth : 6th Oct 1992
 Marital Status : UN-Married
 Languages Known : English, Hindi
 Nationality : Indian

I hereby declare that the information given above is true to the best of my knowledge and belief.

Date:

Signature:

Place: New Delhi

(Kunal Soni)