

# Pradip Phadatare

Regional Manager  
Contact No: 9637074629

Email: pvphadatare@gmail.com

## Skills

Financial Planning and Analysis

Relationship Building

Negotiation and Closing

Client Management

Financial Reporting

Market Analysis

Lead Generation

CRM

SQL Basics

Stakeholder Management

JIRA, Confluence

Advance EXCEL

Agile Methodologies

## Languages

Marathi

Hindi

English

## Personal Details

Date of Birth: 30/10/1989 - 34

Marital Status: Married

Gender: Male

## Summary

- Experienced professional with a decade of expertise in sales.
- Skilled in business analysis, business development, negotiation, client engagement, and team management.
- Known for driving revenue growth , executing strategic plans and fostering collaboration .
- Strong communicator and analytical person committed to exceeding sales targets and driving sustainable business expansion.
- Initiate and lead discussion with clients and the technical team to ensure proper understanding of concerns and expectations.
- Participating in refinement meetings for all activities to ensure continuous improvement.

## Work History

2021-09 -  
Current

### Regional Manager

Kido Enterprises Pvt Ltd

- Regional planning and optimization of revenue-to-cost ratio.
- Sales Strategies, Market research, Rewards plan to improve sale cycles
- Business development in new area, client retention, renewal business.
- Help the development team by analyzing client needs and processes.
- Making sure that the teams actions align with product and business objectives.
- Consulting client about return on investment.
- Quotation Preparation, Order Confirmation, Invoicing, Tax calculations
- Negotiations clients and with vendors to close deal with minimum cost
- Payment reconciliation with Bank to ledger entry
- Resolve discrepancy with help of deal agreement and payment statements.
- Outstanding payment ledger statement reconciliation with clients.
- Payment follow-ups with sales team.
- Fund allocation toward material and services.
- Cost to company calculations while dealing with client.
- Maintaining profit ratio,
- Preparation of comprehensive Excel and MIS Reports for informed decision-making.
- Maintenance of financial records, including bank reconciliations and accounts payable/receivable.
- Analysis of financial data to provide insights for business decision-making.
- Assistance with budgeting, forecasting, and financial planning processes.
- Preparation of financial statements, reports, and presentations for stakeholders.

- Streamlining processes and improving efficiency through collaboration with other departments.
- Identification and pursuit of new business opportunities through market research and networking.
- Development and maintenance of relationships with key stakeholders.
- Collaboration with sales team to develop and implement strategies for customer acquisition and revenue maximization.

2016-06 -  
2021-08

### **Assistant Manager**

*IndiaMART InterMESH Limited*

- Identify and target new business opportunities through market research, networking, and outreach.
- Prospect and acquire new clients by effectively communicating the value proposition of services.
- Develop and maintain relationships with key decision-makers and influencers within client organizations.
- Understand client requirements and propose customized solutions to meet their needs.
- Collaborate with internal teams, including sales, marketing, and product development, to ensure client satisfaction and drive revenue growth.
- Track and report on sales performance metrics, including pipeline activity, revenue forecasts, and deal status.
- Stay up to date with industry trends, market developments, and competitor activities.

2014-10 -  
2016-06

### **Senior Financial Analyst (Investment Banking, Settlements of OTC Products.)**

*ECLERX SERVICES LIMITED*

- Handling OTC products like Equity Derivatives, Interest Rate Derivatives, Credit Defaults, Foreign Exchange etc.
- Analyzing & resolving discrepancies by investigating detailed calculations with the help of ISDA definitions, In Condition with Middle Offices/Traders confirmations if required with clients.
- Effective use of Swaps wire, DTCC to analyze root cause of issue & fixed it to resolve breaks in .
- Settling cash flows for major Investment Banks on daily basis before funding deadline as per respective currency cut off.
- cash break management system
- Strong understanding of trade lifecycle processes and settlement mechanisms across various asset classes
- Identify and resolve financial discrepancies, including fund transfer errors and payment discrepancies, in a timely and efficient manner.
- Coordinate fund transfer processes, including initiating wire transfers, processing electronic payments, and reconciling transaction records.
- Work closely with internal stakeholders, including finance, treasury, and operations teams, to address fund transfer-related issues and ensure compliance with regulatory requirements.
- Analyze fund transfer data and trends to identify opportunities for process improvements and optimization.

- Prepare reports and presentations on activities and performance for management and stakeholders.
- Utilize advanced Excel functions, including VLOOKUP, Pivot Tables, and HLOOKUP, to analyze data effectively prepare report.
- Monitor trade lifecycle events and resolve any discrepancies or issues related to trade confirmation, settlement instructions.
- Investigate and resolve trade fails, trade breaks, and other settlement-related exceptions in a timely manner.
- Maintain and update trade settlement records, documentation, and procedures in compliance with regulatory requirements.
- cash break management system

2013-06 -  
2014-09

#### **LOGISTICS CO-ORDINATOR**

##### *BAUMER INDIA*

- Internal Sales
- Follow up with client for purchase orders confirmation.
- Verification of invoices and send it for approval.
- Month end closing activities of GL accounts and Vendor accounts.
- Handling Accounts Receivable & Payable
- Valuation of Inventory, Variance Analysis – Fixed and Variable Cost
- Involve in GL Accounting; End to end claim processing.
- Involve in costing of different products and allocation of costs.
- Handling Secondary & Primary Freight Costing
- Preparation of Budget and monitoring the actual performance and analyze the variance over budget.
- Periodic audit of Physical Inventory and comparison to book inventory
- Tracking status of Shipments with the Distribution Centers on a weekly basis
- Preparation and Booking of Debit & Credit Notes.

---

#### **Education**

---

2013-04

##### **Master's in business administration in Financial Management, Secured Higher Secondary Class**

*Pune University*

Class: Secured Higher Secondary Class

2010-04

##### **Bachelor of Science, Secured Second class**

*Shivaji University*

Class: Secured Second class

---

#### **Accomplishments**

---

- Organized a quiz competition.
- Organized and coordinated various events held in the college like, Annual Gathering, An event Management Program, etc.
- Volunteer of RAK club in college.