RESUME

RAKESH S. HEDAU

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**SUMMERY OF SKILLS AND EXPERIENCE :**

* Management Graduate with over 8 years insightful experience in Business Development , Operations and Channel management in banking and finance industries.

**CAREER OBJECTIVE :**

* To be a leader in a professional environment and work for growth of organisation and to use my education in a useful way.

**PRIMARY ASSET :**

* Leadership qualities and a good team worker too.
* Smart working and dedicated.
* Confident and have good grasping power.

**EDUCATION ASPECTS:**

* B.Com(Comp. Appl.) :- Complete from “ Dr. Ambedkar Institute of Management Studies & Research” R.T.M. Nagpur Univesity got 55.62% marks.
* H.S.S.C.:-Passed from Maharashtra Board got 48.76% marks.
* S.S.C.:-Passed from Maharashtra Board got 60.76% marks.

**TECHNICAL SKILLS :**

* Operating System : Windows Xp/2007/2008/2009/2010-2014
* Technical Language : C++, HTML, TALLY 9.0, MS-OFFICE

**ACHIVEMENTS :**

* Achivement of “CESG Mortgage Winter Warriors” at ICICI Bank Ltd.

# Winner for Loan Insurance sale contest with Top 10 Rank in Maharashtra at HDB Financial Services Ltd.

# Participated in various cultural and sports ,events, project at school and colleges.

**EXPERIENCES :**

* Currently I am working with **“KOTAK MAHINDRA BANK LTD.”** as Relationship Manager at Mumbai location. In this organization, I am deal in Loan Against Property(LAP) and Overdraft limit. I am handling team of Executives and digital agreegator channel. I have generate business through bank existing portfolio and digital agreegator leads.(From January 2022 to Till date).
* I had worked in **“ICICI BANK LTD.”** as Deputy Manager at Mumbai location. In this organization, I am deal in Loan Against Property(LAP) and Home Loan product. I am handling team of Executives and corporate salary. I have Generate the business through sourcing channels.(From Year 2020 to 2022).
* I had worked in **“L&T Housing Finance Ltd.”** as Business Manager at Nagpur location. In this organization, I am deal in Loan Against Property(LAP) and Home Loan product. I am handling team of Executives, Connector’s and DSA’s channel. I have Generate the business through sourcing channels.(From Year 2018 to 2020).
* I had worked in **“HDB Financial Services Ltd.”** as Sr Sales Executive at Nagpur location. It is associate of HDFC Bank Ltd. In this organization, I was deal with Loan Against Property(LAP) product.Here I had generated the business through open market, branch and other sourcing channel.(From year 2015 to 2018).

**PERSONAL DETAILS :**

Date of Birth : 25th March 1990

Father Name : Shankar Kashinathji Hedau

Mother Name : Mangala Shankar Hedau

Martial Status : Married

Sex : Male

Hobbies / Interest : Riding, Chating

Language Known : English, Hindi, Marathi

Current Address : Flat No A-307, Aryan One Apartment, Badlapur East, Thane - 421503

Permanent Address : Sant Tukadoji Ward, Adarsh Nagar, Hinganghat- 442301,Dist- Wardha

## Place: Mumbai

Date: RAKESH .S. HEDAU