

RESUME

Umakant Pradip Deshpande

At. Dhutta Post. Kangara
Tq. & Dist. Osmanabad - 413506
Maharashtra.
Email: umakant9637@gmail.com

Mobile: - 8208107993

Objectives:

To enrich & enhance my knowledge & skills, & make contribution to the organizations growth. To establish empathetic relationship with the organization & peers.

Skill Set:

Presentable.
Good command over English and local language.
Good interpersonal skill.
High sales orientation for achieving numbers.
Proactive and creative.
Ability to work under pressure.

Work Experience:**1. Fino Payments Bank.**

(Liability Area Manager)

Working From: -19-Jun-2017 To Till Date

- Proper Team Management.
- Handling Four Branches for Solapur Dist.
- CASA Sale.
- Sale of Health Insurance as well as Life Insurance.
- Handling as all operations related work.
- Distinction in establishing optimum relationship with the team members to create harmonized environments.
- Familiar with banking concepts.

2. Axis Bank LTD.

(Business Development Executive)

Working From: - 10-June-2016 to 18-Oct-2016.

Roles & Responsibility:-

- To sell the Bank's products to the corporates
- Savings Accounts/Current Accounts.
- Term Deposits.
- Debit / Credit Cards.
- IPG Products (Life Insurance / General Insurance / Mutual Fund / Gold Coins / Online Trading)
- To acquire new to Bank customers and pursue new business relationships.
- To fulfill KYC norms.
- To increase the customer base by developing business relationships with current customers.

3. ICICI Prudential Life Insurance Co. Ltd.

(Associate Financial Services Manager)

Working From: 25-Aug-2015 to 9-June-2016.

Roles & Responsibility:-

- Financial Sales Profile - Provide on and off field support to branch employees.
- Providing need based financial planning for customers.
- Handling and managing customers and team members.
- Passion to learn and earn.
- Sales orientation & willingness to extensively work outdoors.
- Enjoys interacting with people and building relationships.

4. Data Point Research.

(Associate Field Executive)

Working From: - 1 May 2014 To 30 June 2015

Roles & Responsibility:-

- Key responsibilities included Planning, budgeting, execution and monitoring of field work for various market research projects.
- Conducting pilot field work and final field work for projects at given locations.
- Collection of data and validation of data through field investigators and freelancer.
- To ensure timeliness in field work and control costing for the project.
- To manage and motivate the field team to achieve the given targets.
- To recruit field investigators and freelancers on regular basis.

EDUCATIONAL HISTORY:

EXAM	BORD/UNIVERSITY	YEAR OF PASSING	% OF MARKS
S.S.C	LATUR	MAR-2007	56.92%
H.S.C	LATUR	FEB-2010	63.67%
B.B.A.	BAMU AURANGABAD	MAY-2013	61.77%

PERSONAL DETAILS:

Name	: Umakant Pradip Deshpande
Date of Birth	: 02/01/1992
Gender	: Male
Marital status	: Unmarried
Nationality	: Indian.
Languages	: English, Hindi, Marathi.
Hobbies	: Reading, Writing, Playing Cricket.
Permanent Address	: At. Dhutta Post. Kanagara Tal:-Osmanabad, Dist:-Osmanabad Maharashtra – 413506,

Mobile No.

: 9421978043

DECLARATION:

I hereby declare that the above-mentioned information is correct up to my Knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Date:

U. P. DESHPANDE