

Shashikant B.Avdhutrao

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Career Objective:

To work in an organization, which could nature my leadership qualities and where I get opportunities to grow and hence contribute to the development of the organization and self.

Summary:-

- Over 7 years of experience in sales & marketing.
- Strong selling and persuasion skills
- Excellent communication and organizational skill
- Ability to interpret company policies
- Excellent leadership & monitoring skills

Experience:-

ICICI Bank (join April 2018)

Branch Manager .

- Directing all operational aspects including distribution,
- Customer service, human resources
- Administration and sales in accordance with the bank's objectives
- Providing training, coaching, development and motivation for bank personnel
- Developing forecasts.
- financial objectives and business plans

Mortgage Experience

Fullerton India Credit Co.Ltd, Pandharpur. (sept 2016 to March 2018)

Sr.Mortgage Relationship Officer

- Meet and interact with the clients.
 - Responsible for dealing with various clients
 - Maintain lifelong relationship with customers
 - Ensure all forms and lists related to a certain product are complete.
 - Coordinate between mortgage loan operations department.
 - Prepare files for underwriting and closing & submission.
 - Ensure mortgage compliance.
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Reliance Nippon Life Insurance Co Ltd, Pandharpur (April 2015 to sept 2016)

Senior Relationship Manager

May 2015 to join as a Key Relationship Manager and got promotion within five month as a senior manager.

- Responsible for handling the task of providing information on changes regarding insurance services & products.
 - Selling insurance policies by providing insurance providers & services.
 - Responsible for preparing reports as well as maintaining insurance policies and records.
 - Assisted clients in areas of insurance claim and ensured the claims are paid on time.
 - Responsible for updating daily activities of sales and exceed sales objectives.
 - Responsibilities of explaining new products & services to the clients.
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Working as a sales executive at **Shriram Transport Finance co ltd Pandharpur** .(Sept 2013 to Oct 2014)

Sales Executive

- Identification of right customers.
 - Understanding the need of the customers.
 - Mortgage loan process
 - Verify customer financial background
 - customers identification & relationship building
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SKILLS:

- ❖ Exceptionally good convincing power with excellent communication.
 - ❖ Interpersonal skills.
 - ❖ Profound ability to negotiate and handle customer request.
 - ❖ Strong ability to work under pressure and time constraints.
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❖ **Academic Details;**

❖ **Post Graduate Diploma in Master of Business Administration (Marketing) from Pune University.**

- ❖ **Highlights:** successfully completed the project on ICICI PRUDENTIAL INSURANCE CO.
Project Submitted In Due Course of **MBA**

C-SAT (Customer Satisfaction) Survey on Insurance Products.

Client: - **ICICI Prudential**

Computer Programming Skills

Known Office Package: Microsoft Word, Microsoft Excel, and Microsoft PowerPoint.

PERSONAL DETAILS:-

Name : Shashikant B.Avdhutrao
Date of Birth : 31st Oct 1985.
Contact no. : 9527855777
Nationality : Indian
Gender : Male
Marital Status : Married
Languages known : English, Hindi, and Marathi.
Permanent Address: Ujani Vasahat, Block no- 11/1,
Near Sanskrutik Bhavan,
Chandrabhaganagar, Pandharpur.
Tal: - Pandharpur. Dist: - Solapur

Email Id. : kolishashikant24@gmail.com

"I hereby declare that the above information's are true to best of my knowledge."

Date:

Place:

Signature.