

## **Yash Baldev**

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### **PROFILE**

Cluster Head with experience in Direct and cooperate sales for consumer Internet Company, inclusive of business development and launching new locales and specialized in channel management

### **EXPERIENCE**

#### **Dineout( TimesInternet) Aug 2019- Till date**

##### **City Lead (Acquisitions)**

- Was leading the acquisition team, in acquiring merchants for Payment Wallet (DOPAY).
- Helped in increasing the supply and penetrations with restaurant tie ups, increased the supply by 50% from Aug2019 to Feb 2020

##### **Cluster Head:**

- In the current role, looking at increasing revenue and penetration for B2B products of the company.
- Understanding Market data and providing solutions to the merchants with all the right inputs and helping them scale business.

#### **Reliance Mutual Fund ( 2015-2019 Aug)**

- Was part of the Pune team handling the top IFAs of Pune, shifted to Hyderabad on the same role.
- Have a vast product knowledge and have been part of the Leap club, which rewards the best performing Assistant Managers on the basis of overall performance(includes target completions, domain knowledge and product knowledge.
- Been handling the top IFAs in the city who had challenges in doing business with Reliance Mutual Fund.
- Been active in channel management throughout the tenure
- Strong Knowledge on debt market and its functioning

Details of AUM Management:

Pune: Handled approximately 2000 Cr (April 1<sup>st</sup> 2015 to Dec 31<sup>st</sup> 2016)

Hyderabad: Handling around 1300 Cr (Jan 1<sup>st</sup> 2017 to Aug 2019)

### **Deloitte US-India Tax Services Ltd**

- Was part of the Client Management Role
- Obtain information on the tax assesses and help the organization obtain all the details of his expatriation and file returns and extensions on behalf of the assesses with the IRS (internal revenue service)
- Was part of handling Large Clients like APPLE INC.
- Have been awarded best time management certificate by the Client

### **Summer Internship@ Phillip Capital Pvt. Ltd. (India)**

- Acquaintance with company's products and services offering and investment and trading products
- Participating in events / activities to learn the products / Services and client interaction, Working closely with Relationship Managers, Prospecting and meeting prospective clients to identify investment and trading needs.

### **EDUCATION**

**Post Graduate Diploma in Management: Flame University Pune,**

**Specialization:** Finance and Marketing

**Languages known:** English, Gujarati, Hindi and Spanish

Graduation

B.Com: Osmania University

School: SSC

**Objective:**

Align with the goals of the organization using my skills and dedication. Expand leadership responsibilities, improve organizational ability to exceed corporate goals, and help honor all long-term commitments made to customers, stockholders, employees and the communities in which we live. Expand leadership responsibilities, improve organizational ability to exceed corporate goals, and help honor all long-term commitments made to customers,

Stockholders, employees and the communities in which we live.

**Achievements /Awards:**

- Was part of the Elite Club at Reliance Mutual Fund
- Have been awarded Sales person for the quarter and multiple sales award
- Have been awarded for extra ordinary effort on bringing back a client on track and getting a renewal contract, at Deloitte Tax Services (2012-2013)
- Had been awarded for best time utilization award at Deloitte Tax Services (2012-2013)
- Had presented with perfect attendance certificates in school for two consecutive years

