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|  | **BINDU SAGAR PADHI** | | |  | |
| **Strategic Sales & Marketing | Business Development | Revenue Growth & Profitability**   |  |  |  | | --- | --- | --- | |  | **+91-9886846496** | **LinkedIn: www.linkedin.com/in/bindusagar-padhi-4947564a** | |  | **sagarpadhi.amex@gmail.com** |  | | | | | |  |
| **PROFILE SUMMARY**     * **Regional Sales Manager** with **over 14 years** of proven record of **driving revenue numbers** to attain business turnaround * Explored untapped markets & business potential, devised **business expansion strategies** for improving visibility and achieving the desired results for the organisation * Gained rich exposure across areas like **Technology (Digital Marketing & Digital Sales), Consumer Cards & Payment Solutions, and Loyalty Program Solutions** * Hands-on experience in developing **strategic relationships** & increasing profitability; **impacted organizational profitability** through tactical management decisions * **Business Accelerator**, introduced innovative strategies for driving business * Imparted **product training** to Sales Executives; maintained team integrity, setting highest order of performance * Experience in **collaborating with multiple teams** to provide inputs; streamlined KPIs for better decision-making * **Directed cross-functional & cultural teams using motivational leadership**; acknowledged for leading, coaching & mentoring team members to achieve resource wise optimization * Excellent **decision-making, problem-solving skills** with honed effective communication and negotiation skills | | | | | |
| **EDUCATION**    **2007: MBMTECH- MBA: Sales & Marketing**  *Institute of Business Management & Technology, Bangalore*  **2002: Bachelor of Science**  *Municipal College, Sambalpur University, Rourkela* | |  | **CORE COMPETENCIES**     |  |  | | --- | --- | | **Sales & Business Development** |  | | **Profit Centre Operations** |  | | **Sales Planning & Strategy** |  | | **Client Relationship Management** |  | | **Revenue Generation & Growth** |  | | **Stakeholders Management** |  | | **Team / People Management** |  | | **Cross-functional Coordination** |  | | **Strategy Development** |  | | **Digital Process Transformation** |  | | | |
| **CAREER TIMELINE**      **American Express Banking Corp., Bangalore**  **ABN AMRO Bank, Bangalore, Karnataka**  **Since 2008**  **2007 - 2008**  **WORK EXPERIENCE**    **Sep 2018 till date Regional Sales Manager at American Express Banking Corp., Bangalore**  **Key Result Areas:**   * Managing entire business in South India; driving sales management and profit-oriented decision-makings * Formulating annual sales plan and implementing sales strategy for attaining desired business targets * Establishing relationship with customers and negotiating for techno-commercial finalizations * Generating new sales and steering revenue generation * Spearheading key account development through SAAS products * Driving marketing campaign, implementation of payment solution, general & health insurance sales   **Highlights:**   * Outperformed bulk sourcing deals for **Digital Sales and On-boarding, Corporate Sales & Consumer Sales** with Microsoft, TCS, IBM, Siemens, GMR, LG, Accenture, First American, Schneider, Altisource, Tejas Network * Conducted **Venue Sales and Digital On-boarding** with multiple malls, airport, few posh apartments * Part of **multiple product launch and digital transformation** of complete sales and service process * Coached 30-35 Sales Associates and 4-5 Team Leaders in product specifications, digital on-board, sales incentives and selling techniques, significantly increasing customer satisfaction ratings * **Recognized with multiple awards and recognitions** for attaining sales targets and account development * Accomplished 30 career promotion and 4 Team Leader promotion in 8 years as Sales Leader   **Jul 2008 to Sep 2018 Sr. Channel Sales Manager | Channel Sales Manager at American Express Banking Corp., Bangalore**  **Key Result Areas:**   * Set yearly goals & target for 10-12 Field Sales Representatives * Steered sales process implementation, recruitment, training, and sales goal achievement for the entire year * Prepared sales presentations for clients and launched new online marketing strategies, **resulting in 150% sales increase** * Provided recommendations to promote brand effectiveness and product benefits, **resulting in long-term organic growth**   **Jan 2007 to Jul 2008 Assistant Relationship Manager at ABN AMRO Bank, Bangalore, Karnataka**  **Key Result Areas:**   * Managed **Credit Cards Business, Personal Loan and Insurance** (AVIVA) * Conducted financial review by assessing company financials and initiated credit application reviews * Exceeded goals through effective task prioritization; **received several accolades for the same**   **CERTIFICATIONS**     * **Google Certified Digital Marketer:** Fundamentals of Digital Marketing; covers courses like business online, fundamentals SEO and SEM, online promotion strategy, understanding of Web Analytics * **Product Management:** Building product roadmap; covers courses like process of creating product and its roadmap in different segment of the system to create its execution * **Project Portfolio Management:** Covers courses like portfolio lifecycle, implementation of portfolio and its different stages, project managements for long-term business | | | | | |
| **PERSONAL DETAILS**      **Languages Known:** English, Hindi  **Address:** Bangalore 560076, Karnataka, India  **Interests** NCC ‘C' Certificate Holder | Eastzone Hockey Player | Certificate in Painting from Sanskrit Academy. | | | | | |