

# DIVYA PATIL

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**Career Objective:** To obtain a challenging positions as an assistant sales manager where I can leverage my skills in sales , customer relationships management, and financial services to contribute to company's growth while continuously enhancing my professional abilities.

## EXPERIENCE:

### Assistant Sales Manager | Bajaj Finserv(8 months)

- Currently employed as an Assistant Sales Manager at Bajaj Finserv, with 8 months of professional experience in sales and customer financing.
- Responsible for facilitating EMI finance services for hospital customers on behalf of bajaj Finserv, ensuring a smooth and transparent loan process.
- Supervise and guide and FTC (Field Team coordinator) under my reporting to achieve sales targets and maintain operational efficiency.
- Engage with customers to assess their financial needs, provide suitable finance solutions, and ensure compliance with company policies and procedures
- Maintain strong relationships with hospital staff and customers to enhance service quality and customer satisfaction.
- Handle customer interactions, explain loan and EMI options, and ensure accurate processing of finance applications.

### Educational Qualifications:

- MBA(Finance and Business Analytics) from Acropolis institute of Management and Research, indore affiliated to DAVV (2023-2025)
- B.com(hons) from Acropolis institute of Management and Research, indore affiliated to Davv (2020-2023)

**Core skills:** Negotiation Skills , Team Management

**IT Proficiency:** MS-Word , MS-Excel

## Training & Internship:

1. **Organization** : Charishma Organization  
**Description** : Selling of Credit cards  
**Duration** : 30 Days(17/11/22-17/12/22)  
**Role** : Sales and Marketing Intern
2. **Organization** : Himanshu Kishor Dubey & CO, Dewas  
**Description** : Done a study "Tax Consulting and Business Advisor".  
**Duration** : 45 Days(01/10/24-15/11/24)  
**Role** : Finance Intern

## Certifications:

- Certification of Securities Market and Latest Development by BSE Investors Protection Fund and NISM.
- Certification in Foreign Exchange Market(FOREX)
- Advance Excel Certification
- CPBFI( Certificate Program in Banking, Finance and Insurance in Bajaj Finserv)