

DIVYA PATIL

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Career Objective: To secure a position in the financial services sector where I can apply my MBA specialization in finance and Business Analytics to analyze customer needs, optimize financial processes, and drive operational efficiency. I aspire to contribute to the company's performance through strong analytical abilities and customer-centric problem solving.

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)