

DIVYA PATIL

+919981400427, patildivya668@gmail.com

<http://linkedin.com/in/divyapatil98>

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)