

# AAKASH P. SALVE

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## *Seeking assignments in the field of Sales Manager*

### PROFILE

- An astute and skilled professional offering nearly 6 years of experience in the field of team management, relationship management and client servicing .
- Currently associated with SBI Cap Securities Ltd., Mumbai as Relationship manager; qualified certification in team management from VSkills in 2021.
- Adept in creating an inspiring team environment with an open communication culture and setting team goals.
- Skilled in resolving customer complaints quickly and effectively and also forwarding upselling and cross-selling opportunities to the sales team.
- Deft in recognizing high performance and reward accomplishments, encouraging creativity and risk-taking as well as suggesting and organizing team building activities.
- An effective communicator with strong analytical, problem solving, multi-tasking and interpersonal skills.

### CORE SKILLS

- Team Management
- Relationship Management
- MIS & Documentation
- Training & Development
- Client Servicing
- Business Development

### EMPLOYMENT RECITAL

Since Jan 2020

SBI Cap Securities Ltd., Mumbai as **Relationship Manager (Team Leader)**

#### Key Deliverables:

- Understanding customer needs and developing plans to address them as well as identifying key staff in client companies to cultivate profitable relationships.
- Promoting high-quality sales, supply and customer service processes and preserving customers and renewing contracts; approaching potential customers to establish relationships.
- Developing and maintaining professional understanding of customer base to assist banker deepening current relationships; collaborating with private banker to assist clients in accomplishing wealth management objectives.
- Reviewing independently all documents and linking entire customer accounts to suitable relationship; providing securities details, quotes and valuations to customers.
- Overseeing day-to-day teams' operation and performance; doing regular performance evaluation as well as creating a health and motivating work environment and atmosphere .
- Motivating team members and discovering training needs and providing coaching; communicating with teams about their performance.

Jun 2018 – Nov 2019

ICICI Bank Ltd. Mumbai as **Current Account Assistant Manager**

#### Key Deliverables:

- Responsible for quality acquisition of current account, ensuring quality sourcing of new customer as well as meeting productivity norms as defined through the support of channels and own efforts.

- Generated leads of the customer through referral, meeting branch walk-ins customer, associates, e-mailing, direct mailing, ATMs and cold calls in the catchment area.
- Strictly adhered and maintained KYC norms compliance as well as regulation and practices of banks religiously.
- Proactively identified sales prospects and conducted business development activities in the geography assigned; followed up on new leads and referrals to generate business
- Achieved the monthly sales targets assigned for various products and services as well as maintained periodic status reports, including daily activity report and calls/follow-ups made.

**Apr 2015 – Apr 2017**

**SRA (Slum Rehabilitation Authority), Mumbai as Surveyor**

#### **Key Deliverables:**

- Conducted surveys on land sites and properties; examined previous records and evidence to ensure data accuracy as well as did research and designed methods for survey processes.
- Reported survey results and presented findings to clients and also collaborated with engineers and architects on several projects.
- Undertook on-site property surveys, produced detailed reports and recommendations and also identified defects and advised on remedial works.
- Offered advice on proposed alterations, improvements and extensions, environmental and safety issues as well as prepared budgets and schedules

#### **SCHOLASTIC**

2018 B.Com from Dr. Ambedkar College, Mumbai, Mumbai University  
 2015 12<sup>th</sup> from Dr. Ambedkar College, Mumbai, Mumbai Board, Maharashtra  
 2013 10<sup>th</sup> from Dnyasampada High School, Mumbai Board, Maharashtra

#### **CERTIFICATION**

- Acquired certification in team management from VSkills in 2021.
- Received certification of Sales Management in ICICI Bank in collaboration with ITM University .
- Qualified MS-CIT in 2013

#### **IT FORTE**

- Well versed with Windows, MS Office and Internet Applications.

#### **PERSONAL SNIPPETS**

Date of Birth: 1<sup>st</sup> November 1996  
 Languages: English, Hindi, Marathi  
 Known: Address: New Gautam Nagar, Plot No. 2 Gandhiji Soc., Opp . Deonar Police Station  
 Govandi, (W) Mumbai – 400 043, Maharashtra