

Kamal Behari Srivastava

Ramai Patti, Mirzapur-231001, U.P.

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Objectives

To work in an organization, that gives me ample opportunities to harness my skills. I would love to work in an environment that allows me to utilize my potential. I would be highly privileged, to apply my skills and experience in sales and marketing , for the benefit of the organization.

Work Experience & Profile:

Deputy Manager (TL - 0-90 BKT Collections) Poonawalla Fincorp Ltd. (September 2020 To Till Now)

- Handling Collection of CV, Car & Tractor.
- Handling Team of 06 Executives for Sales & Collection.
- To maintain collection efficiency.
- To maintain and achieve good collection target.

Hub Manager (Sales & Collection)

Hinduja Leyland Finance Co. Ltd. (Nov 2018 To Aug 2020)

- Handling Commercial Vehicle Business for Mirzapur, Bhadohi & Sonebhadra Locations.
- To maintain the sound relationship with Dealer, Sales Persons and Customers.
- To manage and control risk-factor while doing cases.
- To maintain and achieve good business and collection target.

Banch Manager (Sales & Collection) Magma Fincorp Ltd. (Jan2017 To 04 Nov 2018)

- Handling CV, Car & Tractor (New & Used Finance) Business & Collections.
- Handling Team of 08 Executives for Sales & Collection.
- To maintain collection efficiency.
- To maintain the sound relationship with Dealer, Sales Persons and Customers.
- To maintain and achieve good business and collection target.

Assistant Manager (Sales & Collections) Magma Fincorp Ltd. (July 2016 To Dec 2016)

- Handling CV, Car & Tractor Finance Business & Collections.
- Handling Team of 08 Executives for Sales & Collection.
- To maintain collection efficiency.
- To maintain the sound relationship with Dealer, Sales Persons and Customers.
- To maintain and achieve good business and collection target.

Branch Sales Manager (Sales & Receivables -Tractor) (Mar'14 – July 2016)

Cholamandalam Investment & Finance Co. Ltd. (Mirzapur)

- Handling Tractor Finance Business & Collections of 2 branches i.e, Mirzapur & Sonebhadra.
- Having sales team of 2 Sales Executives and Collection team of 3 Executives.
- To manage and control risk-factor while doing cases.
- To maintain collection efficiency.
- To maintain the sound relationship with Dealer, Sales Persons and Customers.
- Reporting of MIS on daily basis to the Regional Manager (Tractors).
- To maintain and achieve good business and collection target.

Credit Sales Manager (CV) (Jun'12 – Feb 14)
Bajaj Finance Ltd. (Allahabad)

- Handling 3W Finance Business.
- To maintain files as per policy norms.
- To manage and control risk-factor while doing cases.
- To maintain collection efficiency.
- To maintain the sound relationship with Dealer, Sales Persons and Customers.
- Reporting of MIS on daily basis to the Regional Sales Manager.
- To maintain and achieve good business and collection target.

Field Officer (CV) (Mar'11 – May'12)
Indusind Bank Ltd. (Mirzapur)

- Handling Commercial Vehicle Finance Business of entire HCV, LCV & Car Cases.
- To maintain files as per policy norms.
- To manage and control risk-factor while doing cases.
- To maintain collection efficiency.
- To maintain the sound relationship with all Dealers, Sales Persons and Customers.

Collection Officer (CV) (Jan'10 – Mar'11)
Indiabulls Financial Services Ltd. (Sonebhadra)

- Managing the collection of CV (0 - 120 bucket cases)
- Achieving the collection target month by month.
- Prepare the collection Report on daily basis.
- Handling all the cash & chq deposition for all the cases.
- Proper Communication with customers according to product (CV Collections).
- Co-ordination with sales persons for their sales figure and motivate them for better achievement.

Sales Officer (CV) (Sept'08 – Jun'09)
Indiabulls Financial Services Ltd. (Dehradun)

- Handling Commercial Vehicle Finance Business of entire CV & LCV Case.
- To maintain collection efficiency.
- To maintain files as per policy norms.
- To manage and control risk-factor while doing cases.
- To maintain the sound relationship with all the Dealers and Customers.
- Reporting of MIS on daily basis to the branch manager.
- To maintain and achieve good business target and collection target.

Sales Coordinator (CV) (Sept'06 – Aug'08)
ICICI Bank Ltd. (Allahabad)

- To ensure smooth running of the organization and proper follow up of the company policies

with the channel partners and customers.

- To manage and plan out the complete marketing strategies.
- To promote the organization through publicizing activities (including advertisement, camps, road shows etc.)
- Enhancing company business by interacting with the Dealers and Customers.

Educational Qualification:

MBA (Marketing) from Sikkim Manipal University – Distance Education Mode in 2010.

Masters of Art from Veer Bahadur Singh, Purvanchal University in 1999.

Bachelor of Art from Veer Bahadur Singh, Purvanchal University in 1997.

10+2 from U.P. Board in 1994

High School from U.P. Board in 1992.

Personal Details:

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| • Father's Name | : | Sri K. B. Srivastava |
| • Date of Birth | : | 4 th Jan. 1979 |
| • Language Known | : | Hindi & English |
| • Marital Status | : | Married |

Date:

Place:

(Kamal Behari Srivastava)