

SANTOSH SHARMA

CONTACT

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Date of birth

November 19, 1992

Gender

Male

OBJECTIVE

Hard work to achieve short and long term goals

WORK EXPERIENCE

Poonawalla Fincorp limited (formally Know as Magma Fincorp limited-
02/04/2020 to till date

State Head collection

KRA

- Responsible for implanting strategies for effective collection of NPA account.
- Manage collection agencies and drive them to achieve desired target for daily, weekly, monthly
- Motivation, guidance, to team to achieve target
- Implanting effective legal tool along with tracking and review of tool available and tools require to be execute.
- Implementation/ review of tools for skip tracing along
- Empanelment of new agency as per requirement of portfolio

Pooja Finelease Limited - 16/06/2013 to 01.04.2022

State Head collection & Legal

POOJA FINELEASE LTD is a Non-banking finance company incorporated in 1995 having business of lending of product Two wheeler,three wheeler, Personal loan,SME,

- **Recovery**
 - Responsible for implementing strategies for effective collections and recovery of overdue payments from customers in NPA accounts to maximize overall profitability
 - Implementation ,tracking of process of Execution of legal tools available to recovery
 - Manage the collection and recovery portfolio in identified stressed accounts with focus on critical NPA cases
 - Facilitate loss claim recovery from the critical identified accounts in Loss account
 - Facilitate repossession of assets in case of absolute failure to recover the loan
 - Manage team through the establishment of goal setting and targets along with periodic reviews to achieve the objectives of the function
 - Ensure adequate training of team members to be able to handle market dynamics and meet the requirements of the customers
 - Provide guidance, counselling and feedback to subordinates on their performance to ensure a motivated and committed

team

- Any other additional responsibility could be assigned to the role holder from time to time as a standalone project or regular work

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Legal and liasoning work

- Looking after each and every aspect of legal affairs of the Company in India for ensuring legal tool to be executed to provide efficiency in collection.
- Liasoning with local administration regarding repossession of asset through section 9, section 17 or any other legal tools.

EDUCATION

B.COM : CBSE

LLB : Dr. Bhim Rao Ambedkar University

ADDITIONAL SKILLS

MIS

Word

PPT

SANTOSH SHARMA

