

VISHAL MANE - RESUME

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Professional Summary

Seeking a position where I can communicate with the people and judge the people and that should help the organization to achieve their goal.

Skills

- Goals and Performance
- Excel Knowledge
- Sales strategy & Lead Generation
- Leadership Skills.
- Data Analysis
- Team Management

Work History

Poonawalla Fincorp Ltd – Pune, Maharashtra

Sr. Executive – Digital Sales -- 19 Oct 2020 to Till date

- Product Knowle
- dge : Personal Loan, Professional Loan and Business Loan
- Cold Calling and Inbound data calling
- Convert the lead, login and disbursement;
- Customer escalations handling.

Tata Consultancy Services Ltd – Pune, Maharashtra

Sales Executive, 09 March 2012 to 14 Oct, 2020

- BFL (Bajaj Finserv Ltd) – Voice Sales
- Checking CIBIL (Credit Information Bureau India Limited) while providing the loan.
- Overall responsible for production and Quality for Personal and salaried Loan.
- Managing the people and given training for new associates about process;
- Maintain the healthy and friendly environment in floor;
- Speak with existing customers and prospects to discuss business needs and recommend optimal solutions.

Spandana Spoorthy Financial Ltd – Pune, Maharashtra

Data Analyst, 03/2009 to 01/2012

- Data Analytics
- Corrected any data entry error to prevent later issues such as duplication or data degradation.
- Participated in requirements meetings and data mapping sessions to understand business needs.

Education Qualification

- **B.A : English Literature**, 03/2007
Shivaji University Kolhapur – Kolhapur
- **MBA - Marketing Management**; 09/2021 (Pursuing)
Yashwantrao Chavan Maharashtra Open University - Pune

Other Activities & Certification Completed

- Excel for Beginners and Intermediates
- Smart English Basics for Professionals
- ESLoor : Elementary English as a Second Language
- English typing have 40 WPM
- MS-CIT

Yours Faithfully,

Vishal Mane