

SUNDEEP JAIN

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To attain professional excellence and contribute towards the success of the organization through a leadership role in Collections/Recoveries Management /People Management, preferably in Banking/NBFC industry.

PROFESSIONAL SYNOPSIS

⇒ Over 36 years of rich and comprehensive experience in **Business Development, Collections & Recovery, Risk Management, Customer Relationship Management and Team Management.**

⇒ Presently associated with Magma Fincorp Ltd.as **Asso Vice President (AVP), Collections-ABF, North 1.**

EXPERIENCE

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| 12 th April17- Present | <p>MAGMA FINCORP LTD</p> <p><i>Zonal Collections Head 90-365– North 1</i> <i>New Delhi.Delhi</i></p> <p>ACCOUNTABLE FOR OPERATIONAL AND DAY TO DAY BUSINESS DEVELOPMENT FOR THE COUNTRY’S LARGEST NBFC AND DELIEVERABLES TO SUPPORT RECOVERY OF UNPAID DEBT OVER 125 CRORES.SECURED/UNSECURED COLLECTIONS AND NET CREDIT LOSSES ALSO FORM PART OF KEY DELIVERABLES</p> <ul style="list-style-type: none">• Allocation of cases, capacity planning, ensuring field visits, curtailing flow rates and normalization of delinquent accounts.• Supervising the team for managing high value cases / defaulters / insolvent clients and initiating appropriate legal actions against them.• Recruiting, training & monitoring the performance of team members to ensure efficiency in collections and meeting of individual & group targets.• Conducting meetings for setting up collections objectives and designing or streamlining processes to ensure smooth functioning of collections related activities• Supervising 6 regions across North 1 in close liaison with 5 State Heads & 22 Team Leaders followed by 115 Field Executives
Reporting to National Collections Head-India, heading 90 plus• Managing consistent reduction in delinquency in both the buckets I.e 90-180 and in 181-365.• Developed and implemented all policies and procedures, collections strategies, resource allocations for maximizing the collections efficiencies across buckets• Managing secured pool comprising of ABF Pool through in House Collections Team |
| 12 th April 2017 | <p>Cholamandalam INVESTMENT AND FINANCE CO.Ltd.</p> <p><i>Zonal Collections Head- Hard– North</i> <i>New Delhi, Delhi</i></p> <p>PROACTIVE DEBT COLLECTION MANAGER WHO HAS DEVELOPED SEVERAL METHODS FOR INSPIRING COLLECTION PERSONNEL TO EXCEED MONTHLY GOALS. SETTING UP NEW COLLECTION PROGRAMS, MOTIVATING COLLECTION EMPLOYEES TO SUCCEED AND EXCEEDING COMPANY TARGETS ON A REGULAR BASIS. SPECIALIZES IN SECURED DEBT</p> <ul style="list-style-type: none">• Built and managed a team of 50 full time managers supported by 250 collections executives• Managed and exceeded monthly goals |

- Trained and developed collections executives to improve collections strategies by utilizing individual strengths within the group, provided feedback & suggestions during and after collections feedback
- Minimizing delinquencies across all hard buckets, reduced 183+ from 3.35 to 2.80% in FY 2016/17 having SOH of 6400crores
- Established three phase collections unit consisting of account receivables, in house collections and outside
- Audited and implemented new procedures for maximizing collections performance
- Oversaw collections initiatives and interacted with the executives for meeting organizations objectives
- Recognized for consistently surpassing specified goals and presented multiple awards
- Negotiated pay offs, determined payment settlements, plans and schedules
- Looking after legal actions across North having Team of 7 RLM's to cater to the needs of entire collections team for lowering the flows across all buckets
- Supervised 9 regions across North in close liaison with Regional Business Heads Reporting to Zonal Business Head-North, heading all verticals
- Managed entire tractor portfolio of North reporting to National Receivables Manager between Oct 2012 to March 2014
- Responsible for collections of Delhi NCR/UP and UK between May 2007 and September 2012

2004 – April 2007

Branch Manager - Management of business in Saurashtra & Kutch Districts Rajkot, Gujarat

- Managed Rajkot branch with a monthly disbursement of INR 3 crores
- Reported to the Regional AVP for meeting sales, credit, collections & operations targets
- Managed and tracked collection roll rates to maintain loss thresholds and delinquencies
- Approved & recommended credit proposals with high loan exposures
- Interacted with OEM Dealers/Executives to develop business relationships
- Drove sales by managing multiple DSAs, Channel Partners, Franchisees and Brokers
- Recruited important staff positions and trained team for future managerial responsibilities

2001-2004

LAKSHMI PRECISION SCREWS LTD.

Rajkot, Gujarat

Area Sales Manager - Sales and marketing of precision fasteners in Saurashtra & Kutch Districts

- Launched new sales programs by identifying potential OEM's, End Users and Dealers
- Met sales targets leveraging business development initiatives
- Strengthened dealer network by creating effective incentive and promotions
- Promoted products to Government Institutions expanding customer base

1993-2000

APOLLO TYRES LTD.GUJARAT

Rajkot, Gujarat

District Incharge – Sales & Marketing of tyres & overall administration responsibilities

- Managed the district office with a monthly turnover of INR 2.5 crores
- Handled entire dealer network in the proximity of Rajkot and adjoining districts
- Delegated responsibilities, promoting local sales program and achieving preset targets
- Motivated team by aligning individual targets with those of company's
- Reviewed and reported performance of sales team to the corporate – explained variances where appropriate
- Inspected tyres that came for warranty and claims thoroughly
- Coordinated with the logistic department for regular supplies
- Conducted performance appraisal of employees & formulated plans for career growth of teammates

1988-1993

MODI RUBBER LTD. GUJARAT

Ahmedabad, Gujarat

Officer Sales and Marketing of tyres in Gujarat

- Carried out business development activities
- Leveraged existing network to identify potential new customers
- Recognized new dealers and facilitated dealer and customer relationships
- Achieved preset individual sales targets
- Interacted with various OEM's for long term growth perspective

1985-1988

LAKSHMI PRECISION SCREWS LTD. HARYANA

Rohtak, Haryana

Officer Sales – Marketing and Sales of Fastnerss & hard core precision items

- Identified bulk order and premium customers
- Successfully marketed products to well-known constructors for regular orders
- Promoted and achieved sales targets in all product segments
- Actively participated in local sales
- Analyzed dealer and sub dealer performances

EDUCATION

Post Graduate Diploma-Marketing Management
Bachelor of Arts - Kurukshetra University

DATE OF BIRTH

20TH MARCH 1966

PROFESSIONAL TRAINING

- Faculty of Management Studies, Delhi – Trained in Marketing, Selling and Communication Skills
- X L R I Jamshedpur – Attended program in Sales and Marketing
- Attended conferences at Amsterdam,Australia,Shenzen,Bangkok,Singapore,Malasiya and Kathmandu with other Apollo/Chola managers for increasing sales in India

January 13, 2025