

Akshay Kumar Singh Thakur

Highly motivated and skilled sales/business development manager who utilises marketing and management skills to contribute to the success of the organisation. Recognised for building and leading goal oriented sales teams. Have good leadership, team building and resource management skills. Known as an expert presenter, negotiator and closer. Also, have good knowledge on digital marketing tools, Facebook Campaigns, Google Adwords, SEO & SEM.

✉ akshaythakur3@yahoo.in

📞 9705777929

📍 Hyderabad

WORK EXPERIENCE

Manager - Loans & Sales Bajaj Finserv Direct limited

12/2020 - 06/2021

Hyderabad

Achievements/Tasks

- Driving team to achieve the set targets.
- Generating business through existing and empanelment of fresh partners.
- Maintain TAT on loan disbursement.
- Ensuring smooth customer process and documentation.
- Maintaining high cross-sell ratios.

Territory Sales Manager IDFC First Bank

06/2019 - 10/2020

Hyderabad

Achievements/Tasks

- Responsible for the sales and dealer empanelment for Hyderabad.
- Developed the market to ensure a monthly growth in overall business aspects.
- Delivering sales presentations for dealer empanelment.
- Maintaining good relationship with customer and dealers.
- Achieving a growth in sales while sourcing loans to quality customers, ensuring a low bounce and delinquency rates and maintaining loan disbursement TAT.
- Understanding and solving customer queries.
- Responsible for hiring of sales officers and team building.
- Training the team on customer interaction, process flow and developing sales pitch for smoother business process.
- Setting goals and assigning sales targets to each sales officer.
- Responsible for leading the team and keeping them motivated in order to ensure the sales targets are met.

EDUCATION

MBA - Marketing & Finance

GITAM Hyderabad Business School

2017 - 2019

B.Com

Avinash College Of Commerce

2013 - 2016

SKILLS

MS Office

Team Building

Leadership

Hiring

Resource Management

Report building

Active Listening

Time Management

INTERNSHIPS

Data collection and integration for market intelligence platform @ S&P Global (05/2018 - 07/2018)

- Data collection and integration of SNL and Capital IQ for Market Intelligence platform.

Advertorial promotional activities @ Avinash College Of Commerce (05/2015 - 07/2015)

- Counsel undergraduate freshmen and their parents on the field of commerce. Lead a team of five interns. We enrolled approximately 100 students at the institution.

ACHIEVEMENTS

Promoted as Deputy Manager (04/2020 - 06/2021)

Served as Batch President for the Class of MBA (2017 - 2019)

Served in my high school's cabinet as the Literary Head. (2010 - 2011)

Awarded Best Spoken English badge for consecutive 2 years (2009 - 2011)

Scored 8 on the I-Speak test module.

LANGUAGES

English



Hindi



Telugu



INTERESTS

Digital Marketing

Travelling