

Lalit k Sharma

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Sales & Marketing Professional Offering more than 5+ years of career success in handling sales activities in service industry, seeking leadership role with an organization of repute Professional Synopsis Professional Business Developer with more than 3+ year experience in the business development processes. Involved in product sales , management and development of new business opportunities. Career Highlights A consistent performer & recognized across the organization for achieving 100% target with quality service. Recognized by company for outstanding pre sales & post sales services and consistent leadership in reaching goals.

KEY SKILLS

- *Negotiation*
- *Staff Management*
- *Financial Management*
- *Strategic planning*
- *Budgeting*
- *Sales and marketing*
- *Business Development*
- *Problem-Solving*
- *Retail finance*
- *Corporate finance (Debt syndication- WC,TL,)*

PROFESSIONAL EXPERIENCE

REDROCK CAPITAL ADVISORS PVT LTD

Noida Sec 94

Relationship Manager – Corporate finance

Aug 2023 –Present

- Target on new buyer on boarding, throughput, keeping relationship with existing client.
- Focus on revenue, promoting company profile among Large Corporate in Delhi Ncr.
- Maintaining coordination with BDE, Back-end Team, Banking Team for better services to the customers. Regular follow up, meetings with new and existing customers.
- Provide clients with high quality customized financial services and products (such as company and bank assurance , working capital , Term loan,)and engage clients on legacy planning and solution
- Constantly keep updated on latest financial market trends , new product launches , and finance , bank – related news.
- Weekly calls with Managing Director and regular with COO , for day to day updates on Service and performance.

SV ADVICORP COUNSULTANT PVT LTD

Noida sec 11

Area Business Manager

Oct 2022 – July 2023

- I Mange all type Retail finance As a Secured and Unsecured loan
- I also acquire real estate agent so that indirect business can be generated.
- I am also involved in project finance and small loan project (MSME LOAN, OD/CC LOAN , Business loan,and Machinery loan)
- Target on new buyer on boarding, throughput, keeping relationship with existing client.

AFINOZ DIGITALIZING FINANCE PVT LTD

Noida sec 2

Team Manager- Business Development

Aug 2020 – Sep 2022

- Managing Personal loan and Business loan Process.
- Coordination with the HR team for the hiring and attrition.
- Coordination with digital marketing and product team for the Lead allocation.
- Weekly process review with the team (sales executive).
- Launching daily spot, contest and monthly incentive to drive the business and get the sales team motivated.
- Weekly meeting with the bank partner on given targets and issues.

MY MONEY MANTRA FINTECH PVT LTD

Senior Sales Executive- Business Development

May 2019 – July 2020

- Handling the Incoming call from customer and explain to customer Different type of loan and credit option.
- Providing after sales services to the clients while ensuring timely service delivery.
- Generate complete loan applications with corresponding documentation.
- Communicated appropriate options for resolution manner .
- Taking escalation call of customer.

EDUCATION

Post Graduation-	Amity University (Noida)	2025
Graduation	Uttarakhand Technical University	2018
Higher Secondary;	UK Board	2014
High School;	UK Board	2011
Advance diploma in computer application		2011

Excel, power point, coral draw, Photoshop, tally, etc basic knowledge. Computer Skills:
Windows All, MS Office & Internet Application

Hobbies – traveling, solo trips,

Strength - leadership quality, learnt to skills , team work.

Personal Details

Date of Birth: 10th Aug, 1995

Language Proficiency: Hindi & English

Permanent Address- Village – Niranjanpur Haridwar , uttrakhand -247671

FAMILY BACKGROUND

I belong from middle class family, which gives me strong characteristic of being responsible my objective as to achieve let most success in my life by hard work, sincerity, loyalty & commitment to my duties and responsibility to recognize myself as a competent builder in line, I have taken up with blessing of my well-wishers.

DECLARATION

The above information, to the best of my knowledge, is correct and true. No attempts have been made to falsify details.

Warm Regards

Lalit k Sharma