

# Relationship Manager

**Mayank Vashisth**

**Mobile No:** 09663382724

**Email:** [m.vashisth2007@gmail.com](mailto:m.vashisth2007@gmail.com)

[mayank\\_vashisth2007@yahoo.com](mailto:mayank_vashisth2007@yahoo.com)



---

## **Career Objective:**

Seeking senior level assignment in Sales, Strategy planning, Retail Sales, Business Development with an organization of repute. Having 8+years of experience in the field of Sales and Marketing.

## **Strength**

Cross functional experience rich in Sales, Retail, Franchise Operations and Man management. Excellent leadership & relationship management skills matched with analytical, budgeting & organizational abilities.

**Currently designated as Regional Business Head –South**

## **Professional summary:**

**Employer: Franchise India Brands Ltd (Bangalore) from Sep, 15th 2011 till date**

**Designation: Regional Business Head - South**

**Roles and Responsibilities:**

- Handling Marketing and business development activities for entire south India (Bangalore, Hyderabad, Chennai).
- Managing Branch Offices for the company and responsible for their P & L. Driving the regional teams for increasing business share and market penetration.
- Finalize Corporate Alliances for Franchise expansion with prospective clients/brands.
- Facilitated the brands in the expansion of their businesses all over India.
- Motivating team members and keeping them in full confidence to earn best profitability.
- Organized discovery days every month to arrange one on one meeting with franchisee and the Franchisor for deal closures with servicing Teams.
- Organized Business Opportunity shows in South India and executed marketing activities entire south .
- Involved in coordinating with the training processes, tracking of Goal Sheets and implementation of Development Plans for Branch Offices.

## Relationship Manager

- Identifying clients on various facets of requirements for their current businesses ranging from Brand Development to Consultancy services for their Business Models to advising on Business Valuations to Business Resale Options.

**Employer: HDFC Securities Ltd (Bangalore) from Feb 2010 to Aug 2011**

**Designation: Sales Manager- Karnataka**

**Roles and Responsibilities:**

- Managed all Investment products across different branches of Karnataka.
- Handled different Channels & team of 8 FPM's & 16 FPC in different branches across Karnataka
- Generating monthly Revenue target by Effective cost covering.
- Responsible for Planning and execution of promotional activities.
- Motivating team members and keeping them in full confidence to earn best profitability.
- Responsible for conducting meetings to understand the issues and to support the Channels and conducting team training for upgrading team member's knowledge and skills.

**Employer: Religare Finvest Ltd (Bangalore) from May 2007 to 2<sup>nd</sup> Feb 2010**

**Designation: Area Manager -karnataka**

**Roles and Responsibilities:**

- Managed different branches of Rest of Karnataka LI Division.
- Generated monthly Revenue target by Effective cost covering.
- Responsible to Source business in the field of PMS, Mutual Funds and Life Insurance.
- Responsible for motivating team members to earn best profitability.
- Responsible for upgrading team member's knowledge on latest Products.
- Conducted many soft skills training for team members on regular basis.

**Key Achievements:**

- Brought strategic plan of business, since then branches has been notified as profit center.
- Implemented a process which maximizes the branch productivity.
- Achieved the consistency on month on month basis.
- First person from entire south promoted as an Area Manager.

**Designation: Center Manager**

**Roles and Responsibilities:**

- Sourced business in the field of Life Insurance, PMS and Mutual Funds, GI , Bonds.
- Handled a team of 8 -10 Relationship Managers, for acquisition of retail clients.
- Responsible for upgrading team member's knowledge on latest Products.
- Responsible for Planning and execution of promotional activities.

## Relationship Manager

### Key Achievements:

- Got Certificate of Appreciation from Aegon Religare for highest login in PAN India.
- Maximum RM's has successfully qualified for all the contests.
- Upgraded the RMS to achieve their target
- Achieved team cost and profitability on monthly basis.
- Promoted as a Center Manager with in a span of a year.
- Achieved 3 multiplier of Team cost.

### **Designation: Relationship Manager**

#### Roles and Responsibilities:

- Responsible for sourcing business in the filed of Equity, Mutual Funds and Life Insurance.
- Achieved individual sales target on monthly basis.
- Responsible for Planning and execution of promotional activities.

### Key Achievements:

- One of the consistent performers in achieving target on monthly basis.
- Always achieved 4 times of the cost.
- Got an opportunity to handle a Team with in 3 month performance.
- Always qualified for all contest.

### **Employer: Standard Chartered Bank (Bangalore) from May 2006 to 14<sup>th</sup> May 2007**

#### **Designation: Sr. Relationship Officer**

#### Roles and Responsibilities:

- Handled corporate as well as H.N.I clients.
- Responsible for sourcing Savings A/c from HNIs and providing A/c related services.
- Maintained ongoing relationships with the clients for selling of other products such as Insurance, MF and Fixed Deposit of Banks.
- Ensured high level of satisfaction amongst the clients for getting high value cheques in future and making them do more number of transactions from their account.
- Provided regular updates on the products of the Bank and market performances.
- Cross sales of other products Life Insurance policies of BAJAJ ALLIANZ and Accidental Insurance of ROYAL SUNDRAM.
- Also liasoning with other units of the bank for generation of leads for Priority Banking, Excel Banking, NRI Services.

### Key Achievements:

- One of the consistent Performers in Sourcing Life Insurance Business.
- Achieved sales target on a monthly basis.

## Relationship Manager

**Employer: Ascon Marketing Services Pvt. Ltd (Bangalore) from April 2005 to April 2006**

**Designation: Business Development Executive**

Roles and Responsibilities:

- Responsible for sourcing business for Home Loans and Mortgage loans (Citibank).

### **Education:**

Post Graduate Diploma in Computer Application from M.C.R.P.V.V.

B.Com from R.D.V.V Jabalpur (M.P)

Senior Secondary Education from M.P. Board Bhopal.

### **Personal Profile:**

Father's Name: Mr. R. K Vashisth

Date of Birth: 27 July 1981

Marital Status: Married