

RESUME

#526/27, 2nd Main,
Nagendra Block,
Near Babu Gaarage
BANGLORE-560050

SANTOSH.A.PATIL

Email ID: san.patil1983@gmail.com

Mobile: 9036350125

Objective

Seeking a position to utilize my skills, abilities, and knowledge in an organization that offers professional growth and security while being resourceful, innovative and flexible to the organization.

Academics

Completed graduation with **B.COM.**

Completed **PUC** from JT COLLEGE OF SCIENCE GADAG, affiliated to PUC board.

Completed **S.S.LC** from GSS HIGH SCHOOL, SHIGLI affiliated to Karnataka Secondary Education Examination Board.

Computerskills

Platform: Windows.

Application: MS-office.

Achievements

After working for Sales Officer in ICICI Lombard I was promoted as a **TSM** in **Cholamandalam General Insurance Company Limited.**

Three time awarded in Angel Broking for best performance Branch in India.

Time time MD awarded in Karvy Financial Services for best performance Location in India.

Work Experience

Working in SBFC Private Ltd Services Ltd as Regional Business Head Manager for Karnataka & Tamilnadu Location from March 2021 to Till Date.

Role & Responsibility

Handling Seventeen Branch Mangers, Branch Sales Managers & executives
Training, Motivating
Dealing with **Gold Loan & Unsecured Loan**
Micro Marketing & Management
Conducting Micro Marketing Activity
Planning and achieving given target

Worked in Fed bank Financial Services Ltd as Area Sales Manager for Bangalore & Tumkur Location from Feb 2019 to March 2021.

Role & Responsibility

Handling 10 Branch of Bangalore & Tumkur
Training, Motivating
Dealing with **Gold Loan**
Micro Marketing & Management
Conducting Micro Marketing Activity
Planning and achieving given target

Worked in UAE Financial Services Ltd as Reginal Head for Bangalore Location from April 2018 to Jan-2019

Role & Responsibility

Handling Nine Branch Sales Managers, executives & Cluster Manager
Training, Motivating
Dealing with **Gold Loan & Secured Business Loan**
Micro Marketing & Management
Conducting Micro Marketing Activity
Planning and achieving given target

Worked in Karvy Financial Services Ltd as Area Sales Manager for Bangalore Location from Feb 2013 to March 2018.

Role & Responsibility

Handling Seven Branch Sales Managers & executives
Training, Motivating
Dealing with **Gold Loan & Secured Business Loan**
Micro Marketing & Management
Conducting Micro Marketing Activity
Planning and achieving given target

Worked in SKI Retail capital Ltd as a Regional Manager for Karnataka From Feb 2011 to Feb2013

Role & Responsibility

Handling Sales Managers & executives
Handling 27 Branches
Recruitment of Sub Brokers
Training, Motivating
Dealing with **General Insurance in motor**
Planning and achieving given target
Handling operation and Admin
Solving customer & Employees quires

Worked in Angel Financial Services PVT, LTD. As Territory Manager. For period of May 08 to Jan 2011

Role & Responsibility

Handling DST Team Branch
Recruitment of Sub Brokers
Training, Motivating
Dealing with **Life Insurance & Demat accounts**
Planning and achieving given target
Handling operation and Admin
Solving customer & Employees quires
Micro Management

Worked as a Territory Sales Manager – DST in Cholanmandalam Financial Services General Insurance.(North Karnataka) For the period Feb 07 to April 08.

Role & Responsibility

Recruitment of Team Leaders at North Karnataka.
Handled 5 Team Leaders & 21 Sales Officers at five locations.
Coordinating with Team leaders for New Business.
Taking daily reports from team leaders.
Visiting Customers place to resolve issues.
Dealing with **General Insurance in motor**,
Resolving Sales officer's issues.
Reporting to Business Development Manager-DST.

Worked as sales officer at ICICI Lombard from June 05 To Jan 07 (Davangere).

Role & Responsibility

Recruitment of Agents.
Generating new Corporate deals.
New deal creations of DSA's DMA's
Converting agent in IRDA licensing.

Show room tie ups.
Achieving sales target at assign territory
Dealing with **General Insurance in motor**,
Reporting Unit Sales Manager,

Personal Details

Father's Name : Appaji Gouda Patil
Permanent address : Opp,to.KPTCL,Bastibana,(Hirebana),Laxmeshwar,Dist-Gadag.Karnatak-582116
Date of Birth : 23/01/1981
Linguistic Abilities : English, Hindi, Kannada, Telugu & Tulu.
Hobbies : Chatting with Friends, Traveling.
Strengths : Optimistic, Ability to work in leads the team, well Communication, quick learning.

Place: Bangalore
Date: Yours Faithfully
Santosh Patil