Sandeep

Sandeep.367236@2freemail.com

*A result driven professional, with* ***10+ years*** *of experience working in Banking industry, and handling sales of* ***Consumer Finance Products****. Currently seeking a Managerial position in an established financial organisation that would leverage my experience and expertise.*

**PRECIS**



* Multi-linguistic, and an excellent communicator possessing superior interpersonal and networking abilities
* Thrives on working in challenging, dynamic, and result driven environment
* Proven skills in recruiting, training, motivating and extract deliverables from team members and channel partners
* An astute strategist, with sound experience in budgeting, planning and execution
* Experience of maintaining highest levels of customer confidence by offering unmatched customer service
* Self-motivated, creative and an out of box thinker with a track record of achieving personal and organisational objectives consistently

**CORE COMPETENCIES**

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|  Sales Management |  Channel Sales |
|  Budgeting/Forecasting |  Team Management |
|  Training |  Customer Relations |
|  Product Promotions |  Reporting |

**WORK EXPERIENCE**

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| --- | --- |
| Aug 2015 - Till Date | Citi Bank, Chennai |
|  | Relationship Manager (Home Loans & Mortgages) |

* Responsible for revenue expansion of Home Loans and Mortgage product vertical
* Trained and motivated the in-house channel (Branch Members) & external channels (DSA) to achieve the desired business goals
* Maintained cordial relations with Tier - I property developers across the assigned region to maximise sales opportunities
* Monitored the flow of documentation, and other legal aspects of the proposals through to completion
* Validated credit-worthiness of applications before being sent for further processing
* Documented sales reports of the team, and the channel partners and submitted them to the management periodically

**Trainings Attended**

* Global Training - Building an inclusive culture
* ESC TPU External Third Party Strategy
* Global Training - 2016 Privacy and Information Compliance
* Citi India Mortgage Dos and Don'ts V 2.0
* Global Training Initiative - Information Security and Cyber Security at Citi
* APCMPL - 2016 India AML, Sanctions and AB&C Training
* Mortgage Compliance Essentials Overviews and Regulations - Employees
* Global Training - Treating Customers Fairly
* Citi\_Respect at Work
* Citi India Training on Banking Codes and Standards of India
* Phishing Defence
* Global Training - A Critical Citi Asset and Your role in its management
* Global Training - Code of Conduct 2016
* Information Security - Refresher Training
* Mandatory Absence Training
* Fraud Awareness Training
* Global Training - Be Smart Be Secure

Jan 2014 - Aug 2015 ING Vysya Bank Limited, Chennai

Senior Sales Manager (Mortgages & Home Loans)

* Built a network of new channel partners, and sales force which maximised business development opportunities
* Eased the branch banking team to achieve their stipulated KRA
* Trained the branch team, direct executives and channel partners on the asset products
* Motivated the under-performers in the team and ensured that they are in in-line with the expectations of the company
* Spearheaded the marketing efforts of the asset-based product vertical
* Established business relationships with property developers by offering customised asset products

Dec 2011 - Jan 2013 Axis Bank, Chennai

Sales Manager - Corporate Channel (Home Loans & Mortgages)

* Responsible for establishing corporate tie-ups for sourcing asset business
* Handled sales planning and budget allotment amongst resources
* Consistently met **100% sales target** during the tenure
* Awarded the **“Best Sales Manager”** in the year 2012
* Conducted dedicated sales campaigns and thus increased the customer base by over **50%**
* Revamped the sales training process which had greater efficiency in imparting training to fresh recruits

**PREVIOUS EXPERIENCE**

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| Jun 2010 - Dec 2011 | HDFC Bank |
|  | Asset Desk Manager - Secured Lending & Unsecured Lending |
| Aug 2007 - Jun 2010 | Citi Financial Limited |
|  | Customer Relationship Manager |
| Aug 2006 - Aug 2007 | ICICI Prudential Life Insurance Private Limited |
|  | Financial Service Consultant - Direct Marketing |
| **ACADEMIC QUALIFICATION** |  |
|  |  |
| 2006 | **Master’s in Business Administration** | HRM & Marketing |
|  | Asan Memorial Institute of Management, Chennai, |
| 2003 | **Bachelors in Commerce** |
|  | Calicut University |
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