JITENDRA

CURRICULUM VITAE

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# CAREER VISION

Looking for a challenging position in a professional and dynamic organization where I can enhance my work skill strength in conjunction with company goals and achieve my objective towards my capability &dedication, optimistic approach with integrity on assigned work

# PROFESSIONAL SYNOPSIS:

>Rich & extensive experience of over 14 years in the Non-Banking& Banking Sector.

>Currently Working in **HDFC BANK** As a Senior Sales Manager –Secured loan &Un-Secured loan.

>Adroit at controlling skill banking operation including Business / disbursement &collection monitoring.

# ORGANISATIONAL DETAILS:

Since Jan 2016 to till date working in **HDFC Bank** as Senior Sales Manager looking Personal loan/ Auto loan Product , Jaipur for Rajasthan region.

# Key Result Areas :-

* Every month achieving Sales Target in terms of No of cases with disbursement value as well as contribute in cross selling product.
* Handling 12 Sales officers educate to them for achieving their target & conducting training in every month with motivate & sprit for the same .
* Every month meeting with DSA/ Branch Channels for sales target with cross selling product.
* Monitoring delinquency 90+ & Non-starters &EMR cases & feedback send toH.O.
* Rigorously follow up of PDD dealer wise&Sales Manager wise/ Channelwise.
* Maintain the TAT & achieve the target& Review the Post AppraisalReport.

# ORGANISATIONAL DETAILS :

Since Oct 2013 to Dec 2015 worked in **Magma Fin Corp Ltd**as Credit &Debt Manager in **Jodhpur** Region ( looked- Jodhpur / Sriganganagar / Bikaner / Bhilwara / Udaipur Territory/)CV/ ,Tractor,Farm Equipment (Harvester,Trolly,Used Tractor finance)

# Key Result Areas :-

* + 30-90 Bucket cases handling for region & brought down & team handling more than>50 executives & monthly review meet along with each & every team members.
	+ Delinquency period & ID period 30+ &find out the Root cause reason. &has to solve the case either collection or Legal initiative specially NS/NPA cases. & details sent toH.O.
	+ Co-ordinate with legal adviser & follow up for Section 9 & U/s 138 legalinitiative.
	+ Underwriting authority up to 5 lacks for funding approval & issuing the Deliveryorder.

# ORGANISATIONAL DETAILS:

Since Nov 2006 to Aug 2013 worked in **Mahindra Finance Ltd** as a Assistant Branch Manager in Jhalawar branch looked LCV,HCV,CE, Tractor, Auto loan, Two Wheeler, Three Wheeler Product, Used Finance &Personal loan division.

# Key Result Areas :-

* + Every month Review meet with all Sales executive Team about what did achieve, what did not achieve the target, taken new initiative & planning for achieving the BrTarget
	+ Follow up with Executive wise for collection of PDD &AFC&field visit charges
	+ Filed visit to our channel Partners like Dealers/ Sub dealers &NON-STARTER &NPA customervisit.
	+ Cross selling our product like Motor insurance/Fixed Deposit/ Mutual fundetc.
	+ Underwriting authority for all type of funding up to 15 lacks as issuing the Delivery order & forwarding the request to Regional office fordisbursement
	+ Vehicle viability Analysis & net cash inflow report preparing for higher funding =>5 lacks
	+ Excellent track record maintained customers to be converted into either refinance or Personal loan as per companypolicy.
	+ Branch Audit handling & compliance inbranch.

Since from June 2004 to Nov 2006 worked in **Bajaj Auto Finance Ltd**as Collection Officerin Two –three wheeler Loan , Consumer loan, Personal loan in Ajmerbranch

# Key Result Areas

* Every 90+bucket cases specially monitoring & follow up with field staff & recovery agencies
* Every Repossession assets =>90 days beyond quotation sending to H.O fordisposal
* Co-ordinate with CPV agencies & get the feedback of CPV with in time line &updation.

  All Critical cases details send to HO d for further legal initiative like U/s 138 orArbitration

AWARD& RECOGNITION

Awarded for **Silver award** for month of Feb 18 – Dual Pan card fraud detection & Research Program –HDFC Bank

Awarded for **Silver award** for month of March 17 – Highest No of cases decision & met TAT target –HDFC Bank

# Awarded as “Pratistha of Region“for 3rdth quarter FY 2011-12

 Awarded as DHRUVATARA for best collection of NON-Finance Income ( AFC, SFC& PDD collection of 1stquarter in Jodhpur Region for FY 2010-11- MahindraFinance

 Awarded to branch for Best Recovery of Bad-debts & Shortfall cases for FY 2006-07- MahindraFinance

Achievement

* **2nd Position in Top 3 branches A+ Audit Rating** obtained to Chomu Branch out of Pan India Branches & published in Monthly Business Newsletter Since Feb2012
* As Branch Manager I had handled branch &Team since Dec 2011 to May2012

Summer Training

From Hindustan Times (English News Paper), Jaipur

Reader ship Development Program (From April 2004 to 31.07.04), As Relationship Officer

ACADEMIC PURSUITS

B.Com from Subodh College, Jaipur University of Rajasthan Since 2001 M.COM specialization in **(Business Statistics )**from Raj. University Since2004.

PROFESSIONALPURSUITS

Post Graduate Diploma in Business Management specialization in **Marketing** from BhartiyaVidyaBhawan, Rajendra Prasad Institute of Management, Mumbai Since 2011

Computer Skill

Completed diploma in computer Application course & good knowledge (window, M.S word M.S. Excel, M.S Outlook ,Tally 5.4 & Dos, Foxpro7.03, Oracle, Internet Since 2002

Personal Information

**Maritalstatus** Married

**Dateof Birth** 18th Oct1980

**Language** English,Hindi