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| SANJEEVKUMAR SARADAGI |
| Add: Flat No: 401, ‘B’ WING, ASTER SOCIETY, WAGHOLI, PUNE- 412207.✆ 7875749911/ 9834253098.saradagi2009@gmail.com |

Objectives:

* An accomplished and result oriented professional with consistent success of over 13+ yrs experience in Sales, Marketing and Development with different organizations achieving sustained revenue and profitability growth in dynamic and changing markets
* Presently working with Hero Housing Finance Ltd. As a Regional Sales Manager for Home loans, Mortgage Loan.
* A strategic thinker with a fair for charting out strategies for sales & BD towards Enhancing business, growth and achieving profitability norms.
* Proven skills in managing teams to work in synchronization with the corporate set Parameters & motivating them for achieving business and individual goals.
* An effective communicator with excellent interpersonal and relationship management skill.

Education:

* BCA (Bachelor of Computer Application) from Gulbarga University in 2006.
* JOC Diploma from Bangalore State Board in 2003
* SSLC ( 10th ) from Bangalore State Board in 2000

experience:

1. Organization: HERO HOUSING FINANCE LTD.
* Designation: Regional Sales Manager
* Duration: 10th Feb 2020 to till date.
* Product Handled: Home Loans and Loans against property.

Responsibilities:

* Responsible for business of Home Loan and Mortgage Loan.
* Handling 3 CBM and 3 TL - 6 Branches in ROM (Hadapsar,Pune, Chinchwad, Satara, Sangli, Kolhapur)
* Team handling with 3 CBM & 3 TL and 30 Relationship Managers.
* Recruiting CBM,TL and RM.
* To monitor & review Sales Managers activities daily, maintain sales report and ensure CBM and RM productivity.
* **Additional Responsibility:** Handling Home Loan and Mortgage Loans through Digital & Cross Sell leads Team.
* Handling West Zone Locations – ROM, MUMBAI & GUJARAT with 8 CBM and 24 RM`s
* Cross-Sell of Life insurance to increase the overall profitability
* Monitor – Login, disbursal volumes, Productivity, Yield, Cross Sell penetration.
* Maintaining relationship and coordinating with other departments in Credit, Ops and Collection.
* Maintaining Delinquency with timely follow-up and Bounce data & 1+ cases also.

2)ORGANIZATION:CAPRI GLOBAL HOUSING FINANCE LTD.

* Designation: Cluster Manager
* Duration: 18TH July 2017 to 3rd Feb 2020.
* Product Handled: Home Loans ( Affordable Segment)

Joined Capri Global Hosing Finance Ltd at BBM ( Branch Business Manager) for 3 locations and within 1 year was promoted as Cluster Manager for 7 locations in ROM.

Responsibilities:

* Responsible for business of Home Loan.
* Handling 7 out of 14 Branches in ROM (Pune, Chinchwad, Kharadi, Narhe, Satara, Sangli, Kolhapur)
* Team handling with 7 Branch Managers and 30 Relationship Managers.
* Recruiting ASM, BM, RM and RO.
* Maintaining good relationship with Builder & Connectors.
* Maintaining relationship and coordinating with other departments in Credit, Ops and Collection
* Responsible for Branding and Marketing activities.
* Maintaining Delinquency with timely follow-up.

Achievements:

* Awarded as a Best Employee of the Year in Sales PAN India highest contribution towards the Home Loan 2018 – 2019. It is one of the best award which include all parameters
* Award Magic Award winner for the consistent Performance throughout the second and third quarter 2018-2019.
* Award from Insurance Team for Highest Business given by maintaining the required Penetration.
* Qualified the Foreign trip Contest for Highest Business target achieved in Pan India.

3)Organization: TATA CAPITAL HOUSING FINANCE LTD.

* Designation: Senior Sales Manager
* Duration: 18TH FEB 2016 to 17th July 2017.
* Product Handled: Home Loans & Loans against property ( Affordable Segment)

Responsibilities:

* Responsible for Business of Home Loan and LAP
* Identify the business potential of Home Loan markets and LAP business opportunities
* Shouldered responsibility for visiting the Builder, Connector & DSA and completing their leads.
* Handling More than 2 Team Leaders & 16 CRE team with targets.
* Discussion with credit manager regarding loan sanctioning.
* Assisted in motivating Product Executive so as to achieve the target and give the leads.
* Conducting Sales promotion activities like stall activities through Builder.

Achievements:

* Highest APF Projects approved in Pan India.
* Highest Business done with APF Sanctions.
* 2 Awards for Highest Business done.

4) Organization: INDIABULLS HOUSING FINANCE LTD.

* Designation: Sales Manager
* Duration: 18TH Nov 2011 to 17th Feb 2016.
* Product Handled: Home Loans & Loans against property.

Responsibilities:

* Recruiting DST.
* Maintaining good relationship with Builder & Connectors.
* Maintaining relationship and coordinating with other departments.
* Making coordination between sales and collection department.
* Conducting Sales promotion activities like stall activities through Builder.
* Responsible for following the Standard Sales Procedures to provide excellent customer service to increase the business.

Achievements:

* Awards received every quarter for achieving the targets given.
* Award for highest APF logins.
* Annual award for Employee of the Year.

5) Organization: DESTIMONEY ENTERPRISES PVT LTD.

* Designation: CENTRE MANAGER (DP (DSA) - CHANNE L)
* Duration: 14TH JAN 2011 TO 17th Nov 2011
* Product Handled: Home Loans & Loans against property.

Responsibilities:

* Recruiting Distribution Partner (DP) & DSA.
* Recruited More than 20 potential distribution partners (DP) & DSA.
* Maintaining relationship and coordinating with other departments.
* Making coordination between sales and collection department.
* Conducting Sales promotion activities like stall activities through DP.

6) Organization: HBL GLOBAL SERVICES PVT LTD. (Off role company of Hdfc bank Ltd )

* Designation: Sales Executive
* Duration: 5th Nov 2007 TO 10th JAN 2011.
* Product Handled: Personal Loan.

Responsibilities:

* Establishing the Market base for Personal Loan.
* Exploring & expanding the market base.
* Conducting Sales promotion activities like stall activities, pamphlet distribution and drop box installations
* Responsible for following the Standard Sales Procedures to provide excellent customer service to increase the business
* Keeping track of the on ongoing & upcoming companies and ensuring the Sale from that area.
* Submitting the progress report periodically for timely Executions.
* Responsible for following the Standard Operating Procedures and verify sale before proceeding.
* Taking entire ownership of the sale and deliver qualitative service to customer within stipulated time.

Personal Information:

Father’s Name : Jayakumar Saradagi

Sex : Male

Marital Status : Married

Nationality : Indian

Hobbies : Playing cricket and Listening Music

Date of Birth : 01-08-1984.

Languages Known : English, Marathi, Hindi & Kannada.

Declaration:

I hereby declare that the information furnished above is true to the best of my Knowledge.

                  Thanking You

 Sanjeev Saradagi