|  |  |
| --- | --- |
| **Satyendra Kumar Sharma**  **Born:** 04th, May 1986  **Male, Married** | **Address: S.I.L Crossing Sarojini Nagar Lucknow**  **E-mail: satyendra04sharma@gmail.com**  **Phone :**+91- 7704805769,  +91- 7897711785, |

Aspires to pursue challenging assignments in marketing/ Business operations management with a frontline organization.

**Core Strength include-**

-Strategic Planning -Team management. -Marketing

-Portfolio management -Business Development -Branch management

-Training & Development

**EMPLOYMENT PURVIEW**

Since Aug. 15: Margdarshak Financial Services

Area Manager

**Location- Up Central & Up East**

**Responsible for –**

* Ensuring monthly target is perform as per target plan;
* Establishment of new branches;
* Responsible for recruitment and training of staff.
* Monitoring District Manager and Credit Relationship manager;
* Ensuring repayment on time.
* Ensuring Audit compliances in timeline.
* Ensuring TAT for the disbursement.
* Participate to improve our policy.
* Interact with the clients to give better solution for their business;
* Ensuring branch meets its fund from BC Partners (ESAF, IDBI, Yes Bank);
* Ensuring Daily and monthly report send AO to HO on time;
* Other responsibility which is given by the supervisor and organization

June12 to Aug 15:Margdarshak Financial Services

District manager

**Location- Up Central (BBK & UNNAO)**

**Responsible for –**

* Area identification for establishment of new branch;
* Responsible for recruitment of staff.
* Monitoring Branch manager & Unit manager;
* Participate to improve our policy.
* Interact with the clients to give better solution for their business;
* Working in rural area, establish clients with the help of team;
* Trained our co-workers about the organization and loan product;
* Teaching about the importance of credit discipline;
* Ensuring branch meets its fund requirement;
* Business Appraisal & sanction the Business loan, enterprise loan as client’s requirement.
* Ensuring loan disbursement and repayment on time;
* Manage business activities focusing on financial and strategic growth of organization
* Ensuring monthly target is perform as per target plan;
* Ensuring weekly and monthly report send to head office;
* Take care of all branch assets;
* Other responsibility which is given by the organization

Aug10 to May12:Margdarshak Financial Services

Branch Manager

**Location- Up Central (BBK)**

**Responsible for –**

* Increase the clients and fulfill the clients requirement;
* Interact with the clients to give better solution for their business;
* Working in rural area, establish clients with the help of team;
* Training credit officer about the organization and loan product;
* Teaching about the importance of credit discipline;
* Ensuring branch meets its fund requirement;
* Appraisal & sanction loan.
* Ensuring loan disbursement and repayment on time;
* Manage business activities focusing on financial and strategic growth of organization
* Ensuring monthly target is perform as per target plan;
* Ensuring GRT and surprise visit as per schedule;
* Ensuring loan approval on time;
* Ensuring weekly and monthly report send to head office;
* Take care of all branch assets;

Other responsibility which is given by the organization

Nov.07 to April 10 : Sahara India (Parabanking division) Pvt. Ltd

Branch Manager

**Responsible for –**

* To ensure the punctuality and regular attendance of the staff.
* To appraise the performance of the Branch staff in a timely and fair manner and ensure safekeeping of the filled Appraisal forms
* Deal with the clients to give better knowledge about our financial products.
* To ensure that the branch assets are in a proper condition including vehicles ensuring control over movement of same through log books and it being used for official purposes only
  + - Coordinate with Marketing team to develop and implement operational plans for new product launches
    - To deal with the appropriate authorities on all matters regarding the office.
    - Manage business activities focusing on financial and strategic growth of organization.
    - To ensure all Audits take place smoothly and all statutory requirements by law applicable to the branch are met appropriately, wherever applicable.
    - To ensure timely submission of various periodical reports, highlights of the previous months reports.

ACHIVEMENT AND AWARDS

* **Long term** serve and continue performer in 2017.
* **Best performance award** for gorakhpur Area in 2018

TRAINING AND CERTIFICATES

* ***Enterprise Financing Aspects in Micro Entrepreneurship*** organized by SIDBI and ISMW.
* ***Leadership Skills for Microfinance Mid-Level*** Manager organized by ACCION and Credit Suisse.

ACADMIC SKILLS

* 2007 B.Sc. (Geology) from L.U.

COMPUTER SKILLS

* Operating Systems: MS-DOS., Windows 98/2000/ XP
* Software’s: Microsoft Office & Internet Browsing
* C-PAC (computerized professional accounting course)

PERSONAL DETAILS

Father name : Mr. Narayan Sharma

Nationality : Indian

Language Known : English / Hindi

ADDITIONAL INFORMATION

* 2009 M.B.A.(Marketing) from N.I.M. (D.L.)
  + - * Good Team player.
      * Ability to work under pressure.
      * Excepting challenges.
      * Work anywhere and anytime.
      * Handle projects—SRI, Financial inclusion, BC shakhi.

## Satyendra Kumar Sharma