## AJAY SURESHAPPA KAPSE

Contact No.: +91-**9371650099 / 8208271104**

E-Mail: **kapse.ajay.12@gmail.com**

***Seeking assignments in Frontline Sales with a growth oriented organization, preferably in NBFC/Insurance Sectors.***

* A result oriented professional with nearby 12 to 13 years’ experience in Sourcing of Industries.
* Performing the functions of assessing loan worthiness of clients & required documentations as per company policies.
* Possess excellent interpersonal & communication skills with proven abilities in customer relationship management and planning.

***Organizational Experience***

* **Shubham Housing Development finance co. Pvt ltd.**

**Branch Manager since June 2013 to Till Date**

**Key Responsibilities**

Canvassing across Amravati district within Given Zone, to generate leads for Housing Loans.

Having good database of the industries and client for Home Loans.

Documentation & making proposal for the Home Loans.

To assess whether proper documentation has been done in loan files in accordance with the specified policies of the company.

Analyzing the customer’s ability & Intentions by having personal discussion with customer to maintain healthy portfolio, in order to keep the delinquency under control as per industry norms.

Maintained good relations with all the customers to keep delinquency under Control as per industry norms.

Having experience of Collections form the customer in the front end bucket as per company’s Policy.

Worked with sales team & channel.

* **Reliance Life Insurance.**

**Assistance Sales Manager since April 2007 to June 2013**

**Key Responsibilities**

Canvassing across Wardha district within Given Zone, to generate leads for Insurance.

Having good database of the industries and client for Insurance.

Proper Documentation & making proposal for the Insurance.

To assess whether proper documentation has been done in Insurance files in accordance with the specified policies of the company.

Maintained good relations with all the customers.

Worked with sales team & channel.

* **City Finance.**

**Sales Executive since June 2005 to 2007**

**Key Responsibilities**

Canvassing across Wardha district within Given Zone, to generate leads for Housing Loans.

Having good database of the industries and client for Home Loans.

Documentation & making proposal for the Home Loans.

To assess whether proper documentation has been done in loan files in accordance with the specified policies of the company.

Analyzing the customer’s ability & Intentions by having personal discussion with customer to maintain healthy portfolio, in order to keep the delinquency under control as per industry norms.

Maintained good relations with all the customers to keep delinquency under Control as per industry norms.

Having experience of Collections form the customer in the front end bucket as per company’s Policy.

**EDUCATIONAL CREDENTIALS :**

**BA. Bundelkhand University 2013**

**H S S C. Nagpur Board, Nagpur. 1992**

**S S C Nagpur Board, Nagpur. 1987**

**IT SKILLS :**

* Office Software : MS Office (Word, Excel, PowerPoint).

Diploma In computer Software

**PERSONAL DETAILS :**

**Date of Birth** : 16/03/1972

**Permanent Address** : Nehru Ward, Near Lalaji’s Akhada. Hinganghat, Dist: Wardha. 442301

**Gender**  : Male

**Status** : Married

**Language** : Marathi, Hindi, English.

**Nationality** : Indian.

**References:**

1. **Mr. AbhijitKarankar 2) Mr. Sunil Behare**

**ASM, Nagpur Branch, ACM, Nagpur Branch,**

**8551066644 8605007673**

**Sign. Place**

Hinganghat.