**GANESH N. PAWAR**

**Lane No. 7, Telco Colony, Katraj**

**Pune – 411046 (MH – India)**

**(+91) 8888424556**

**pawargyany@gmail.com**

**CURRICULUM VITAE**

**Date of Birth: 1st March, 1987 Nationality: Indian**

**Gender: Male Marital Status: Married**

**Career Objectives:**

1. To revolutionize individual business concepts and import them into common industry
2. To develop independent and efficacious ideas in various fields of interests

**Profile: Team Leader and Senior Consultant in Sales, Marketing, Lead Generation, Business Development, Recruitment,Customer Service, BPO, KPO**

**Educational Qualifications and Courses:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Sr. No.** | **Education Course** | **Passing Year** | **Institution and Board** |
| 1. | B.E.  (Computer Science) | 2015 | Nesgoi Faculty Of Engineering, Pune  University of Pune, Pune |
| 2. | Diploma  (Computer Science) | 2011 | MSBTE Aditya Polytechnic, Beed |
| 3. | H.S.C.  (Science) | 2007 | MatsyodariMahavidyalay, Jalna  Aurangabad University, Jalna |
| 4. | S.S.C. | 2005 | Tribhuvandas School, Jalna  Aurangabad University, Jalna |

**Work Experience: Total 4.6 Years**

1. **Company Name: Appco Group India(Pune)**

**Profile: Business Development Manager (BDM)**

**Handled More Than 20 People**

**Product: Entertainment (Tata Sky Dish)**

**Period: 05/03/2015 To 01/06/2017**

**Job Description:**

* Face-To-Face Marketing
* Direct Sales Of Products And Services
* Customer Acquisition
* Handling Escalations
* Complete Fundraising Solutions
* Training New People
* Handling The Management
* Achieve The Monthly Target

1. **Company Name: State Bank Of India (SBI)**

**Profile: Team Leader (TL)**

**Handled More Than 10 People**

**Product: SBI Credit Card**

**Period:18/06/2017 To 15/04/2018**

* Training New People On Daily Strategy Planning
* Handling Escalations
* Lead Assignment Within The Team Members
* Providing Timely Assistance For Countering Increasing Pressure And Influx Of Data

1. **India Infoline Finance Ltd. (IIFL LTD)**

**Profile:Relationship Manager**

**Handling The Equity And Mutual Funds Accounts Of Customers**

**Product: Equity And Mutual Funds – Retail Brokerage**

**Period: 18/04/2018 To15/1/2020**

* Management of Equity and Mutual Funds customers for account opening, KYC and investments
* Designing portfolio of the customeras per their needs and financial goals
* Achieving the targets on daily and monthly basis
* Guiding the customers for investments into SIP and lumpsum
* Collection of initial margin amount for scheme selection and trading
* Providing intraday and delivery inputs to the clients and trading on their behalf
* Preparing and publishing of data of daily closures and transactions
* Educating customers about stock broking and investments
* Seeking references from the old clients
* Conducting research in financial and stock market on daily basis for risk mitigation and profit maximization, by identifying changing trends
* Checking for the authenticity of the documents submitted by customers
* Providing timely updates to the customers about upcoming IPOs, NFOs, Bonds, etc.

**Professional Achievements:**

1. Successfully completed the given projects within TATs for various prominent companies through the medium of effective online platform on Pan India level
2. Trained and handled rotational teams of around 10-20 FTEs and always led them to success
3. Generated and allocated maximum number of leads for sales and recruitment with a high closing ratio
4. Developed and designed new strategies for smooth workflow of the business
5. Maintenance and recycling of the available data for cost reduction and higher efficiency

**Key Skills:**

1. Proficiency in establishing necessary KPIs and performance metrics to meet the desired SLAs
2. Superior leadership abilities in Team Leading, Team Management and Product Training
3. Expert knowledge in Content Advertisement, Prospect Sourcing/Screening and Data Support for lead generation
4. Strong and profound methodology in Online Research, Sales and Process Development
5. Excellent command over English language with good communication skills
6. Development of respective calling scripts and monitoring quality for the same
7. Providing regular business inputs for escalation of the business and invent of alternative resources, as required

**Technical Knowledge:**

1. MS – Office (Expert)
2. Internet – Email, Webchat, Social Websites, Browsing, Download (Expert)
3. Online Support – Remote Access, Research, Blog, Lead Generation, Prospect Sourcing (Expert)
4. Data Analysis–Statistics, Performance Metrics, Formulas, Efficiency Ratio, Proof-reading (Expert)
5. Image Development (Intermediate)
6. Content Creation and Conversion (Expert)

**Languages Known:**

1. English (Speak, Read, Write – Expert)
2. Hindi (Speak, Read, Write – Expert)
3. Marathi (Speak, Read, Write – Expert)

**Hobbies:**

1. Engaging in outdoor sports like football, cricket, volleyball, etc.
2. Participating in adventurous activities like wildlife trails, trekking, hiking, etc.
3. Travelling to experience new destinations and cultures

The necessary information provided above is true to the best of my knowledge.

**Date:**

**Place: (Signature)**