
Sidney Rodrigues

Citizenship: Indian

Date of birth: 17th July, 1974

Marital Status: Married

Address

Plot No. 644, "Eve", Indraprastha Society, Phase 2, Manjari Road Hadapsar, Pune – 411028.

Contact Details

Mobile: +91 9823471000 E-mail: sidneyrodrigues7777@gmail.com

Objective

Explore a challenging opportunity with an eminent organisation that would provide a platform to unleash my knowledge & competencies achieving incessant professional & personal growth.

Career Summary

- Expert in covering all aspects from startup business, to financial management.
 - Proven ability in professional judgment dealing with corporate & Central government organisations.
 - Proficient in servicing corporate, individual and Central government organisations.
 - Capable of leading a team to achieve the goals set.
 - Highly skilled in researching issues and finding solution and best alternatives.
 - Easy going nature and able to coordinate with all departments & multitask.
 - Good Communication Skills.
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Key Skills

Competent with MS office suite- Windows Platform, Internet, Excel and Power Point.

Proficient or familiar with various concepts including:

Loan Financing, Car Financing & Sales, Tendering, Car rentals, Dealer Development, Marketing & Business Development Accounting , Payment Collection, Reconciliation, Share market, Auditing, Financial Management, Security Analysis,

Education

- Completed CA Articles in the year 1998.
- Masters of Commerce (M.Com) from Pune University in the year 1997.
- Bachelor of Commerce from Pune University in the year 1995.
- Higher Secondary School Certificate from Maharashtra Board in the year 1992.
- Secondary School Certificate from Maharashtra Board in the year 1990.

Work Experience**SR Consultants****Full Time****Proprietor****Oct 2018 till date.**

Providing home loans to individuals.

Marketing and promoting schemes for various banks and NBFC's.

Builder tie ups, and promotions.

Providing and helping pre schools with strategic locations to open new outlets.

General real estate activities like sale, rentals etc.. (Individuals and corporate)

Pennant Engineering Pvt. Ltd. (Pune)**Full-time****Marketing/Business Manager****July, 2014 - Sept 2018**

- Integral part of Setting up the Pune Camp (Marketing & Corporate) Office.
- Meeting/interacting with Government customers, Corporate-customer dealers for collection of outstanding payments.
- Handle multiple functions which includes Marketing, Finance & Administration.
- Take care of the overall Administration and managing the accounts payable and receivables.
- Project & Account Management in close co-ordination with internal Team on reconciliation of pending issues and accounts related to receivables or payments.
- Pre and Post sale documentation.
- Monitoring timely collections for New orders.
- Building Client Relationships.
- Designing dealer policy & help in marketing with commercial aspect of tenders.
- Coordinating with bankers for term loans (for new machinery) and other day to day bank related work.

Reference: Ms. Danielle Fernandes (HR Manager)**Mr. Christopher Fernandes (MD)****Keon Travel Corporation & Kim's Rent-a-Car****Full-time****(Pune)****Proprietor****July 1999 to June, 2014**

Providing car rental services to corporate and government organisations.

Tendering, billing, marketing and brand promotion, new corporate tie ups, fleet management, employee management, salaries, duty registers, etc..

List of a few customers that we have serviced.

- a. Ammunition Factory Khirkee.
- b. C-Dac
- c. Hindustan Copper Ltd. (Taloja)
- d. Samsung India Pvt. Ltd.
- e. IRISEN (Central Railways)
- f. GNFC
- g. National Chemical Laboratory.

Reference: Can be provided.

Crystal Solutions (Pune)

Partnership Firm

Full-time

June 2004 to July 2008

Providing car loans to individuals and corporate clients.

DSA for various banks including ICICI Bank for auto loans

Used car finance, sale and purchase of cars.

Century Financial Services (Pune)

DSA: AVCO Financial Services Pvt. Ltd. & City Finance.

Sr. Marketing & Sales Executive (Car Finance)

Full-time

Jan 1998 to May 2004

My first job working as a sales executive promoting

a little known USA based finance company AVCO;

later was taken over by City finance.

Dealer development, sales promotions, finance schemes, subversions, special offers and much more.

Reference: Can be provided

Extra-Curricular Activities & Achievements

- Received award from Avco Financial Services USA for maximum loan disbursal by an individual.
- Stock market, current affairs and overall trend of the financial markets.

Languages

English (fluent)

Marathi (fluent)

Hindi (fluent)

Signed

Sidney Rodrigues