#### Jatin Manwani

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# SALES & MARKETING/BD PROFESSIONAL

***Offering 11+ years of in-depth experience***

* Astute professional offering 11+ years of experience across Domestic Marketing with reputed companies, currently spearheading efforts **Branch MANAGER** in **HDB FINANCIAL SERVICES**, MODINAGAR.
* Highly successful in **driving high-value revenue & profit plans**, large scale cost savings, building prolific strategic alliances, & improved organizational productivity/performance.
* A relationship builder with in-depth exposure in **Sales Planning/Administration**, Market Research, Strategic Planning Coordination & Control.
* Good **team spirit** and organized working habits with a willingness to learn new concepts complemented with excellent interpersonal, oral and written communication skills.
* A team leader with thorough exposure in **building & grooming teams** into cohesive units of performers.



## OBJECTIVE

* Seeking a challenging and growth-oriented career with my competent knowledge and to become an asset of the organization by giving my best to complete up all the jobs successfully, given to me.

### CURRENTLY WORKING:

**HDB FINANCIAL SERVICES**

**Branch Manager (Apr 2017-Dec 2018)**

#### Selected Accomplishments

* + Utilizing Entrepreneurial approach, and the implementation of innovative training and **motivational strategies** to inspire, mentor, coach and develop sales teams through in-depth training, role-playing, call monitoring, sales meetings, and other development activities.
  + Effective direction, **Aggressive growth planning** and meeting the **organizations goals**
  + Good **team spirit** and organized working habits with a willingness to learn new concepts complemented with excellent interpersonal, oral and written communication skills.
  + Selling LAP, Gold Loan, BT Cases, Car Loan Secured And Unsecured Loan through team.
  + Take Care Of Delinquency of Branch.

# KOTAK MAHINDRA BANK LTD

#### Branch Sales Manager ( Dec 2014 – Apr 2017 ) Selected Accomplishments

* + Utilizing Entrepreneurial approach, and the implementation of innovative training and **motivational strategies** to inspire, mentor, coach and develop sales teams through in-depth training, role-playing, call monitoring, sales meetings, and other development activities.
  + Played a pivotal role in successful identifying prospective clients, generating business from **new accounts** & developing them to achieve consistently high revenues.
  + Responsible for overall branch sales figure, sales strategy, training, recruitment, retention and monitoring of executives.
  + Effective direction, **Aggressive growth planning** and meeting the **organizations goals**
  + Selling CASA, TPP, Gold Loan and all banking products through team.
  + Responsible for acquisition and sales strategy viz. Join calls, Lead generation, Data Bases, Event Planning and Bigger Relationship etc.

Responsible for ensuring each and every member of team is productive in terms of numbers and revenue.

# ICICI SECURITIES LTD

### SR. RELATIONSHIP MANAGER (Oct 2012 - Nov 2014)

#### Selected Accomplishments

* Utilizing Entrepreneurial approach, and the implementation of innovative training and **motivational strategies** to inspire, mentor, coach and develop sales teams through in-depth training, role-playing,
* Effective direction, **Aggressive growth planning** and meeting the **organizations goals**
* Sales New Business Development amongst the HOME LONE EXECUTIVES , DSA, Gold Loan ,WEALTH MANAGEMENT TEAM and MAPPED BRANCH - **Order Scheduling**, understanding new home loan customer.
* Good **team spirit** and organized working habits with a willingness to learn new concepts complemented with   
   excellent interpersonal, oral and written communication skills.

# HDFC SALES

### RELATIONSHIP OFFICER (Nov 2010 - Oct 2012)

#### Selected Accomplishments

* Utilizing Entrepreneurial approach, and the implementation of innovative training and **motivational   
   strategies** to inspire, mentor, coach and develop sales teams through in-depth training, role-   
   playing,
* Sales New Business Development amongst the HOME LONE EXECUTIVES-**Order Scheduling**,   
   understanding new home loan, Gold Loan, LAP customer- getting it **How To Protect their Loan.**
* In-depth knowledge of **Sales Planning & Administration** which gradually Steered career to shoulder   
   function at macro level which encompassed planning & control of Regional Operation with total   
   accountability.

**HDFC BANK**

Team Leader (FEB 2007 - Nov 2010)

#### Selected Accomplishments

* + Utilizing Entrepreneurial approach, and the implementation of innovative training and **motivational strategies** to inspire, mentor, coach and develop sales teams through in-depth training, role-playing, call monitoring, sales meetings, and other development activities.
  + Played a pivotal role in successful identifying prospective clients, generating business from **new accounts** & developing them to achieve consistently high revenues.
  + Effective direction, **Aggressive growth planning** and meeting the **organizations goals** Directly responsible for achieving **monthly & yearly targets.**
  + Effective direction, **Aggressive growth planning** and meeting the **organizations goals.**



#### ACADEMIA

* + - B.com from D.N college C.C.S. university, Meerut in 2007, 50% 12th from GPS, C.B.S.E. Board, Meerut in 2004, 58% 10th from GPS, C.B.S.E. Board, Meerut in 2002 , 49%



