**Manoj k Gadiya**

**RatilalPark Society,**

**Nr.Kaladarshan Char rasta, Waghodiya road, Vadodara.Ph+91-9998063700.**

**About Me,**

**Corporate Relationship Manager**

• **Extensive experience of 14 years in thoroughly researching market conditions and developments; identifying new business opportunities; developing and presenting appropriate financial solutions to clients; liaising with the chief executive and chief finance officers of large organizations.**

• **Creating marketing materials for our sales organization; assisting in the development and continued cultivation of client relationships; understanding of the interests and investment criteria,**

• **Conceptually sound knowledge of concepts like, Fixed Income Securities, Corporate Finance, etc. A**

**Strong work ethic, detail orientation and a passion for excellence; ability to work in a fast-paced, team-based environment with minimal supervision,**

Education:

Bachelors Of Commerce, {Business management & Mktg}

MS University, baroda

Gujarat.

Completed, June 1999.

Marks 51 %

Work Experience:

July 2016 - February 2020

Corporate Banking-Relationship Manager

**Kotak Mahindra bank (Annual CTC- 5 lac.+ Incentives) Vadodara, Gujarat**

Key Result Areas:

Research industry, market, and other variables; support senior leadership as needed

Manage client portfolios, evaluating profitability and conducting financial transactions.

Attend meetings with clients and prepare presentations providing an overview of clients' investment portfolios.

Responsible for the efficient, accurate, profitable business transactions for corporate and government clients

Develop various types of financial models to value acquisitions for new business. Develop relationships with new and existing clients in order to expand the business Volume, research, analysis, and create presentations for client portfolios.

Oct.2015 – May2016

Assistant Branch manager- Janalakshmi Financial Co.Ltd.

Area of Responsibilities:

\*Managing and lead the sales team as well as operation team in well manner.

\*Achieving the target in login A/c in small group loan, looking for loan disbursement on monthly basis as per given goal sheet.

\*Focus on SME lending as well as agri finance. (Secured Loan).

Managing and assisting in the preparation of financial models and business valuations; creating client marketing presentations; attending client meetings; assisting in the preparation of fairness opinion.

Aug2014 – July15

Territory manager- CDA Channel

Reliance Life Insurance Co. Ltd. /Annual CTC – 4.50lac

Bharuch/(Gujarat).

Key Resukt areas:

\*Responsible for channel development,

\*Recruiting productive CDA’s and Focussing to increasing business in Life insurance,

\*Achieving the monthly target as per given goal sheet,

\*Focuss on four parameter of CDA recruitment,CDA development, Limra Login and

WRPpremium.

June 2013 – July14

Investment Banking-Deputy manager I**ndusind Bank /Annual CTC – 3.50Lac** Vadodara, Gujarat

Key Result Areas:

\*Facilitated mergers and acquisitions; assisted with corporate restructuring,

\*Analyzed risk and offer financial advice; prepared reports,

\*Developed and maintain client relationship and provide better financial products maximize their investments.

\*Understood financial markets, followed-up market movements and understanding impact on the business.

July 2009 – Apr2013

Sales manager – Bajaj Allianz Life Insurance Co.Ltd

Vadodara/ Gujarat. /Annual CTC – 2.40lac

Areas of Responsibilities:

Recruiting the Advisors from different required areas and segments, Drive the team of advisors in proper way in a good direction.

Motivate and train them on regular basis to achieving business target,

Promote the sales target by doing worksite activities and promotional activities in corporate

and industry.

Feb 2004 – Dec2008(5 yrs) / Indiacom sesa seat yellow pages. Vadodara/ Gujarat.

Sales officer to Business development officer.

Responsibilities: Generating sales and booking advertisement. Achievements: Highest incentive earner during my period of time.

Training and Certifications:

Manoj k Gadiya/ Project Management Professional, Aptech Computer institute, 2001.

Computer Proficiency

Operating Systems: Ms Word, Ms Excel and Power Point.

Windows

Software / Ms Access, Visual Basic, C++, oracle 8.0 .

Working knowledge in SAP Application.

Languages:

• Hindi Preferred Location: Vadodara, Surat and Around the Gujarat.

• English

• Gujarati

Personal Details:

• Father’s Name: Mr. Ram Chandra Gadiya

• Birthday: March 03,1979

• Marital Status: Married

• Nationality: Indian

Declaration..By---

Manoj k Gadiya / 09998063700 (Vadodara-Gujarat.)