***Curriculum Vitae***

**Dinesh Nandkishor Jadhav**

Mobile- 8698513366.

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# Career Objective

**“**To be associated with a corporate sector, this provides career development opportunities and contributes in its progress through my knowledge and skill, to achieve goal of the organization with devotion and hard work.**”**

# Professional synopsis

* A dynamic professional with 10 years 2 Months of experience in Banking All Loans Departments, Sales & Marketing, Client Relationship Management and Team Management.
* Currently working with Icici Bank ltd As a Deputy Manager in EMCT (Recovery) Department.
* Comprehensive experience in cementing healthy relationship with the clients for generating business and leading workforce towards accomplishing business and corporate goals.

# Educational qualification

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Qualification** | **University/ Board** | **Year** | **Percentage** | **Class** |
| M.B.A.  (Marketing) | Pune University | July 2014 | 51.00% | Second Class |
| PGDBF | Pune University | Aug  2013 | 51.50% | Second Class |
| B.Com. | Pune University | Mar 2009 | 53.75% | Second Class |
| H.S.C. | Pune Board | Mar 2006 | 50.00% | Second Class |
| S.S.C. | Pune Board | Mar 2004 | 50.26% | Second Class |

# Work Experience

* **Icici Bank Ltd** – As a Deputy Manager in EMCT (Recovery) Department on Roll of Icici Bank Ltd Sine 6 Dec 2018 to Till Date
* **Khush Housing Finance ltd** – As a Business Development Manager in Housing Loan department on Roll of Khush Housing Finance Sine 9 Jully 2018 to 30 Nov 2018.
* **Bajaj Finance ltd** - As a Sales Manager in Housing Loan department on Roll of Bajaj Finance Sine 1 Aug 2017 to 30 June 2018.
* **Axis Bank ltd** - As a Team Leader in Business Banking Asset department on Roll of Axis security Sine 1 March 2017 to 11 July 2017.
* **Latur Urban Co-Op. Bank Ltd** – As a Clerk 8 August 2016 to 28 Feb 2017.
* **Kotak Mahindra Bank –** Business Development Officer in Business Banking Asset on Roll of Ivangel Sales & Services Pvt. Ltd. Since 03 August 2015 to 5th August2016.
* **HDFC Bank Ltd., -** Sales Executive In Cash Credit Loan department on roll of HBL Global Pvt. Ltd since 1 April 2014 to 30 July 2015.
* **Mitcon Consultancy & Engineering Services Ltd. Pune -**As a Mitcon Representative (SBI Housing loan and Lap Loan and Housing Loan Recovery) from 1 August 2009 to 31 March 2014.

# Roles and Responsibility

* My main task is to sell financial products such as Personal Loan, Business Loan, Lap loan, Housing Loan.
* To suggest & sell appropriate financials products to the client by analyzing financials & as per their requirement.
* To cross sell other products this includes all Assets such as Auto Loan, Housing Loan, General Insurance, life Insurance etc.
* Initiating contact with potential customers for developing leads, direct sales & cross-selling banking/ financial products.
* To achieve monthly targets given by bank in various financial products.

# Technical & Other Skills

* Marketing
* Sales
* Financial Analysis
* Business Analysis
* Convincing the Clients
* Resolving credit queries.
* Resolving Legal issues.
* Building Relationships.
* Extensive usage of Internet & E- mail

# Strengths

* I Can Adopt Any Environment in Any Situation.
* Hardworking, Positive Attitude.
* Excellent analytical / logical skills with detail oriented attitude.
* Excellent troubleshooting, problem solving and time management skills.
* Proficiency at grasping new techniques quickly and utilizing it in a productive manner.
* Have been proactive and focused team player.
* Love to get on with the job without bothering about hassles.

# Personal Details

Name : Dinesh Nandkishor Jadhav

Father’s Name : Nandkishor Popatrao Jadhav

Date of Birth : 03 Oct 1988

Gender : Male

Marital Status : Married

Nationality : Indian

Languages known : English, Marathi and Hindi.

Hobbies : Reading & Playing Cricket.

Permanent address : Plot No. 128, AishwaryaNagari, Shilavihaar, VasantTekadi, Ahmednagar - 414003

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* I hereby confirm that the information given herewith is correct to the best of my knowledge.

**Date: (Dinesh Jadhav)**