Swapneel M Gote,

B.E (Civil Engineering), D.B.M (Marketing Management) M-Tech (Environmental Engineering),

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Linked in Profile: <https://www.linkedin.com/in/swapneelgotebanking/>

Research gate Profile: <https://www.researchgate.net/profile/Swapneel_Gote>

**Certifications: IRDA, AMFI and currently pursuing course in Digital Marketing from VSkills**

# Career Objective:

Seeking the position of Zonal Head, Regional Head **in Banking (Retail, wholesale and Corporate Banking), Insurance and BFSI IT sales**, where **20 years** of sales and Business development experience can be put to use to identify sales opportunities through sales activation, people management, relationship development, and networking to improve sales bottom line and increase company revenue.

# Core Strengths:

Sales, Marketing & Distribution for Retail, Corporate and Business Banking, Financial Institution Group, Transaction banking, Rural & Agri banking, Financial Inclusion, CMS, Current account, Government business Currency Chest Management) **Sales & marketing automation,** Market research & Analytics, **CRM (**Customer relationship Management), Team Management, Project & Branch Expansion, **Product & Process Management, RFP Management, Regulatory Compliance Management, Digital Marketing,** SOP designing and Formulation.

# Professional Snapshot:

An Astute Professional with **19 plus Years** in Sales & Business Development for **Banking** (Asset’s, Liabilities & Third-Party products), **IT** (Customer Relationship Management Including Marketing, Sales & Service Automation, eKYC and digital on-boarding), Insurance, Retail Banking Operations and Currency Chest Management.

Currently associated with **Simple Works Pte Ltd- Singapore (SimpleCRM**) from Feb 2020 as AVP-Business Development (financial Service’s) **for APAC, CIS, Middle East and Eastern Europe** for **BFSI Software Sales**.

# Previous Job Profile

* 1. 3 Aces Consultant: (March 2018-till Jan 2020): **- Deputy Vice President (Senior Consultant**) **Subject Matter Expert, SOP Expert, IT & Banking (SFB): 2 Years**
  2. Au Small Finance Bank Ltd (Dec 2016 till March 2018): - **Deputy Vice President (Retail Branch Banking)** handling 12 branches and 90 In house staff: **1 years & 4 Months**
  3. Utkarsh Small Finance Bank Ltd (May 2016 till Dec 2016): Assistant Vice President (Head Current Accounts): Designed Current Account products**: 8 Months.**
  4. 3 Aces Consultant: (April 2015- April 2016): **- Deputy Vice President (Senior Consultant**) Subject Matter Expert-Lending (SME & Mid Corporate): **1 Year 1 Month**
  5. Axis Bank Ltd (April 2006 till April 2015): - **Assistant Vice President, Senior Manager, Manager & Deputy Manager** (Branch Head-Retail Banking, Currency Chest Head, Business Banking): **9 Years**
  6. ICICI Bank Ltd (Feb 2005-March 2006): - Area Collection Manager (Retail Assets-EMCT Team): **1 Year 2 Months.**
  7. HDFC Standard Life Insurance Company Ltd (Oct 2003- Jan 2005) - Business Development Manager- Agency Vertical- Life Insurance): **1 year & 4 Months.**
  8. Lars Environ Pvt Limited (Jan 2001- September 2003)- Senior Sales Executive (Water Treatment, Waste water Treatment, Industrial waste water Treatment, Bid Management):**2 Years & 8 M**

# Awards & Accolades:

1. Best Branch head award in west zone for overall compliant bank branch and business-2013.
2. Axis Forex Business excellence award and corporate salary acquisition award for sourcing 12 corporate and institutional tie ups-2008.
3. Best leader award for qualifying the entire team in Axis ABC Q4 contest-2013.
4. RBI recognition for best currency management at Axis Bank by RBI, issue department, Nagpur-2010.
5. Best Insurance Trainer at HDFC Standard Life-2004.
6. President Retail Banking Award for best CASA mobilization and third-party products in the year- 2012.
7. Winner of long service and loyalty award from MD & CEO of Axis Bank-2014.
8. Winner of the best cluster award for the FY 2017-2018 for west region in Insurance and compliance in AU small finance Bank

# Scholastic Achievements:

1. Master of Technology in Environmental Engineering from Visvesvaraya Regional College of Engineering (VNIT) in the year 1999-2000 with 71.25%.
2. Bachelor of Civil Engineering from Visvesvaraya Regional College of Engineering (VNIT) in the year 1994-1998 with 59.68%.
3. Diploma in Business Management (Distance learning) from BIMS, Mumbai in the year 1998-1999 with 75%.
4. M. Tech research thesis was published in the “American Journal of Biological Macromolecules” and other internationally reputed journals.
5. IRDA and AMFI Exam Passed, Pursuing JAIIB and CAIIB from IIBF, Mumbai.
6. Visiting Faculty in management colleges and judge at intercollegiate and university level management competitions.
7. Winner – Inter & Intra collegiate Competitions in General Knowledge, Dumb Charades, Spin a Yarn, Volley ball, Badminton and Film quizzes from 1994 to 1998.

# Computer literacy & Languages:

1. Conversant in Programming Software: C and C++, Proficient in MS Excel – Advanced use of Lookups, Pivot Table etc.
2. Proficient in MS Power Point Presentation and other Office tools.
3. Spoken and written mastery over Marathi, Hindi and English Language.

# Lectures Delivered and Blogs Written:

1. Business Continuity Plan- Advantages and implications Post Covid Scenario- Delivered lecture to Management Students.
2. Understanding Gaps and pain areas in BFSI regarding eKYC- Blog published in simpleCRM.com
3. Applications of Digital Marketing in Business and Lead Optimization- Delivered Lecture to the Banking classes students.
4. CRM & Chabot as a tool for Complaints management & Sentiment Analysis in BFSI Industry. Delivered lecture to Final Year IT students.
5. Converting Urban Co-operative Banks to Small finance Bank – Challenges ahead: Delivered lecture to Retired bankers.
6. Marketing & Sales Automation- Applications in BFSI Industry- Delivered lecture to final Year MCA students.
7. Asset-Liability management in Banks: delivered lecture to Commerce students
8. E-KYC sales Strategies Post Covid 19 for Customer, Students and Employee on-Boarding- Blog Published in Simple CRM.

# Permanent Address:

329, Madhu Swapna, Untakhana,Baidynath Square, Nagpur-440009, M.S, India Date of Birth: 29th day of October, 1975

# Declaration: The above information furnished is true in all aspects. References will be provided as and when required.

# Date:

# Place: