

RESUME

Name : SWIKAR BHIKAJI PATKAR
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EXPERIENCE

ABOUT ME

SALES MANAGER

Currently working for **BAJAJ ALLIANZ GENERAL INSURANCE BANCA CHANNEL** from **09th November 2023 to till date**

Sales officer are the key point of contact between an organization and its clients, answering, queries, offering advice and introducing new products.

SENIOR SALES EXECUTIVE :

Currently working for **CHOLAMANDALAM INVESTMENT AND FINANCE CO. LTD BRANCH KUDAL (MORTGAGE LOAN)** from **11th May 2022 to 6th June 2023.**

Senior sales executives are the most experienced members of a sales team. They are responsible for guiding sales representatives and ensuring that sales targets are met, generating leads, managing key accounts, and monitoring competitors' sales activities.

RELATIONSHIP MANAGER :

Work for **INDUSIND BANK LTD, BRANCH KUDAL (HOME LOAN)** from **29th April 2021 to 06th May 2022**

Relationship Manager are built long term relationships with clients and customer, notify the sales team of new sales. Work quickly to address and resolved customers issues.

RELATIONSHIP MANAGER :

Work for **SHREE FINSERV HOME LOAN** from **27th July 2019 to 25th April 2021.**

Sales officer are the key point of contact between an organization and its clients, answering, queries, offering advice and introducing new products.

Their work includes :

- Organizing sales visits
- Demonstrating and presenting products.
- Establishing New Business
- Maintaining accurate records
- Attending trade exhibitions conferences and meeting
- Reviewing sales performance.

BUILDER SIDE – RK INFRACONSTRUCTION

- Customer handling and Loan Service experience for 1 year.
- Customer Cold Calling
- Customer Side Visits
- Customer Final and Loan Service

DHFL HOME FINANCE LTD experience for 6 Months.

- Organizing sales visits
- Demonstrating and presenting products.
- Establishing New Business
- Maintaining accurate records
- Attending trade exhibitions conferences and meeting

EDUCATIONAL QUALIFICATION

S.S.C.

Institute / School : S.L. Desai Vidyalaya Pat
City / State : Sindhudurg /
Maharashtra Overall academic performance: 69.53%
Year of Passing : March 2009

H.S.C.

Institute / School : Kudal High School Kudal
City / State : Sindhudurg /
Maharashtra Overall academic performance: 51.33%
Year of Passing : Feb 2011

B.com

University : Mumbai
Passed T.Y. B.com : B Grade.
Year of Passing : April 2014.

Computer Skill

MS-CIT : 80%
CCIT : 95%
Advance Excel Course : Passed.

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Personal Information

Date of Birth	:	14 Dec. 1992
Height	:	165 cm.
Languages Known	:	English, Hindi and Marathi.
Hobbies	:	Listening Music and Internet using.
Strength and Sincere.	:	Polite, Understanding, Hardworking

I hereby declare that above information is correct to the best of my knowledge and belief.

Date : / /

Place : Kudal

(SWIKAR BHIKAJI PATKAR)