

ROSHAN PRAKASH JADHAV

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S.K Stone, Mira Bhayander Road, Mira Road (E), Thane 401107.

CAREER OBJECTIVE:

- Aspiring for growth oriented assignments in Financial Services / Banking Sector.
- To pursue ambitious targets, with consistent determination to overcome obstacles And achieve outstanding results.

SKILLS

❖ Soft Skills

- Excellent interpersonal, communication & organizational skills with proven abilities in team management, customer relationship management & planning.
- Willingness and ability to quickly adapt to new environments & learn new systems and processes.
- Possess notable analytical proficiency and ability to grasp new concepts quickly and utilize the same in a productive manner.
- Ability to build internal commitment and external credibility, through effective negotiation and suitable influencing styles, based on a clear understanding of organizational decision-making dynamics.

❖ Technical Skills

- Typewriting – English 40 | Marathi 30 wpm
- Microsoft Office, PowerPoint & operating skill in Excel
- C++ Programming

PERSONAL PROFILE

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|-------------------|---|--------------------------|
| • Date of Birth | : | 2 nd May 1994 |
| • Nationality | : | INDIAN |
| • Gender | : | Male |
| • Marital Status | : | Married |
| • Languages Known | : | English, Marathi, Hindi |
| • Hobbies | : | Trekking, Music. |

PROFESSIONAL EXPERIENCE

- Worked at Andromeda BPO Pvt. Ltd. from 7 Months
Designation - Customer Service Executive
- Worked at TeamLease Services Limited from July 2015 to May 2016.
Designation - Officer –operations.
- Worked at i-Process Services (India) Pvt. Ltd. from May 2016 to July 2017.
Designation - CPA Manager
- Worked at Ivangel Sales & Services Pvt. Ltd. from April 2018 to July 2019.
Designation - Associates
- Worked at L&T Housing Finance Ltd. from July 2019 to Dec 2020.
Designation - Credit Officer
- Currently working in Kotak Mahindra Bank Ltd. from Feb 2021 to till date.
Designation - Sales Executive

Key Responsibility:

- To achieve monthly LAS sales targets through Inbound Leads Conversion and self-sourcing.
- Conduct training with BM's & RM on monthly basis and handling 21 retail branches
- To build strong relationships with all existing clients by providing prompt service.
- To generate and convert leads generated through referrals.
- Representing Kotak Mahindra Bank in Seminars, Presentations and Exhibitions.
- To effectively introduce products and services of the company to all clients and prospects and identify and convert cross sell opportunities.
- To plan & execute all sales and marketing activities to develop LAS business.
- Actively acquiring new potential clients along with providing end to end services to existing clients.
- Maintaining good relationship with branch staff, service team, credit & operation team for hassle-free business.
- Develop retail Loan Against Securities product management skills for self & Identify and build relationships with Channel Partners.

EDUCATIONAL QUALIFICATION

M.COM - MUMBAI UNIVERSITY

Second Year Appearing

B.COM - NIRMALA MEMORIAL FOUNDATION COLLEGE | MUMBAI UNIVERSITY

OCTOBER 2013 SEM. V-67% | MARCH 2014 SEM. VI-67%

H.S.C - NIRMALA MEMORIAL FOUNDATION COLLEGE | MAHARASHTRA STATE BOARD

FEBRUARY 2011 -47.50%

S.S.C - SHAILENDRA EDUCATION SOCIETY'S | MAHARASHTRA STATE BOARD

MARCH 2009 -62.76%

CERTIFICATIONS

- Certificate Program on .NET Technologies
- Object Oriented Programming Using C++
- Maharashtra State Council of Examinations, Pune Typewriting – English 40 wpm