**DHARMENDRA YADAV**

**dharmeny@rediffmail.com**

 **M: 9883693537, 7980001364**

A competent & versatile marketing professional with more than 14 years of working experience in banking and financial sectors/ other sectors and in-depth exposure to the entire spectrum of different activities in the financial domain, seeking a valuable position to enhance and utilize my current skill sets.

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| **PROFESSIONAL SNAPSHOT** |

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| **Core Competence** * Client acquisition for loan products
* Documents verification & clearance
* Sales achievement
* Team Handling
* Dealing with Distributors
* Assigned New Distributors
* Channel Partner/Franchisee Dealing
* Customer Relationship
* MSME Rating/Credit Rating
* Dealing with MSMEs
* Presentation Skill
 | * Goal oriented MBA professional with more than 14 years of experience in the Sales & Marketing Sector
* A top performer who has always met targets set by the company
* Possesses sound business acumen in customer value maximization and customer need identification.
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| **Work Experience** |

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| **COMPANY NAME** | **POSITION** | **WORK PERIOD** | **EXPERIENCE (approx.)** |
| India Bulls Venture Ltd | Area Sales Manager | From Oct, 18 to Jun, 20 | 1 year 9 months |
| Paytm Payment Bank | Assistant Manager, PAYTM | From Mar, 2017 to 30th Sep 2018 | 1 year 6 months |
| Onicra Credit Rating Agency of India Limited | Deputy Manager, SME | From Aug, 2013 to 28th Feb 2017 | 3 years 7 months |
| Nirmal Bang Securities Pvt. Ltd. | Sales Manager, Equity | From Sep,2012 to July, 2013 | 1 year approx. |
| Aditya Birla Commodities Ltd. | Relationship Manager | From Dec, 2010 to Aug, 2012 | 1 year 8 months |
| Religare Commodities Ltd. | Relationship Manager | From Nov,2010 to Dec, 2009 | 1 year approx. |
| HDFC Bank Limited | Senior Sales Executive | From Oct,2007 to Nov, 2009 | 2 years 1 month |
| Anand Bazar & Telegraph | Team Leader | From July,2005 to Sep, 2007 | 2 years 2 month |
| **TOTAL EXPERIENCE:** | **14 Years 6 months** |

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| **ROLES AND RESPONSIBILITIES** |

 **Responsibilities for Business Development**

* Loan proposals acquisition in coordination with team, channel partners, distributors etc. for meeting business targets for credit portfolio growth.
* Maintain good relationship with business partners through regular communication and follow ups in order to get quality business.
* Maintain TAT for new and existing proposals
* Ensure regular MIS flow to senior management with respect to credit portfolio growth
* Sales achievement within the stipulated time
* Handling Team consisting of 10 members.
* Maintain micro label monitoring to explore the allotted Area.
* Set Activities/ Awareness programs to improve the Business.
* Responsible for the creation, implementation and execution of action plan
* Hands on experience in dealing with Team and Partners to conduct regular basis meeting
* To expand the distribution network in the assigned Territory
* To brief the Team and Partners with the new schemes and the target products
* Achieve Monthly and Quarterly Targets.

**Paytm Payment Bank responsibilities**

* Handling a team consisting of 18 members
* Meet weekly Team Target to open New Paytm Bank Account
* Enhance Paytm wallet uses by different categories
* Create relationship with new institution to enhance the business
* Maintain relationship with Distributors/channel Partners
* Responsible for the creation, implementation and execution of action plan
* To expand the distribution network in the assigned Territory
* To conduct the regular basis meeting for business development

**Onicra responsibilities for Sales & Business Development**

* Working in SME department for credit rating of SMEs
* Handling a team consisting of 10 members
* Verifying documents and making the subsidy cases ready for billing
* Helps MSME clients to get Loans
* Maintain relationship with Employees of NSIC
* Maintain relationship with managers of Nationalized banks
* Responsible for the creation, implementation and execution of action plan
* Hands on experience in dealing with Credit Rating Products (SME Rating)

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| **KEY ACHIEVEMENTS** |

* Awarded with “Certificate of 1st Rank Team performance” for the quarter of JAS, 2019
* Awarded with “Certificate of 2nd Rank Team performance” for the quarter of AMJ, 2019
* Awarded with “Certificate of 3rd Rank in Team performance” for the quarter of JFM, 2019
* Awarded with “**Promotion for the month**” of Apr, 2016.
* Awarded with “***Certificate of best Team performance***” for the month of Dec, 2015.
* Awarded with “***Certificate of best Team performance***” for the month of Aug, 2015.
* Awarded with “**Promotion for the month**” of Apr, 2015.
* Awarded with “***Certificate of best performance***” for the month of Dec, 2014.
* Awarded with “***Certificate of best performance***” for the month of Sep 2014.
* Awarded with “**Chandi ki Thali & Bike**” for the month of Sep, 2014.
* Achieved my target and qualified for **GOA** trip in Aug, 2014
* Achieved my target and qualified for **5gm GOLD COIN** JULY,2014
* Achieved my target and qualified for **AMSTERDAM & PARIS** trip in FEB-MARCH, 2014
* Achieved my target and qualified for **SINGAPORE & MALAYSIA** trip in OCT, 2013
* Achieved my target and qualified for **STAR OF THE MONTH** in Jan, 2012
* Selected as **Gold Club Member** for valuable contribution in Sales Growth in **JFM**-10

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| **ACADEMIC PROFILE** |

MBA (Marketing & HR) IGNOU Kolkata 2011

B-COM C.U Kolkata 2001

H.S W.B.C.H.S.E Kolkata 1998

MATRIC W.B.B.S.E Kolkata 1996

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| **PERSONAL DETAILS** |

##### Date of Birth : 04th Feb, 1979

Father’s Name : Shri SIDHNATH YADAV

Marital Status : Married

Languages Known : English, Hindi, and Bengali

Present Address : 2/2 Thackerary Road, P.O: Alipore

 Kolkata- 700027

**Place: …………………**

**DHARMENDRA YADAV**

**Date: ………………….**