

KRISHNA CHANDRA JHA

C: +91 8210148767; E: krishna22mba@gmail.com

Business Manager | Relationship Management | Team Lead

3.3 + years of experience

Snapshot

- Expertise in handling clients and offering them help and advice on Company's Product queries.
- Skilful in generating new business to achieve defined targets in terms of no of customers, volumes and revenue for the segment.
- Expertise new areas and ways to achieve productivity via Marketing strategy.

Skills Set

Business Manager | Sales & Marketing | Team Leadership | Business | Corporate Relations | Design Thinking | Client Relationship Management | Customer Service | Communication

Professional Experience

Dec'20 – Present : Rupeeboss Financial Services Pvt Ltd as Business Manager (All Types Loan)

- Design & Implement business plans, strategies to promote the attainment of goals for achieve business targets for the company.
- Visit CA's Office, Builders Offices and individual meet with people and achieve business targets of loans disbursed.
- Maintain relationship with vendor and partners.
- Making direct calls to customers for company's all product like Loans & Insurance.
- Visit customer's place & Collect documents from them & submit for process.
- Manage sales in given region and act as a productive resource by meeting targets.
- Source new business from walk in customers and through cold calling & random visit in open market.
- Prepare and maintain database for report.
- Traveling across the designated location.
- Work distribute among my team & guide them for business lead.

Dec'18 – Dec'20 : (Varthana) Thirumeni Finance Pvt Ltd as Relationship Manager (Student Loan- Pune)

- Responsible for revenue generation by MOU between Company and schools & other educational institutions for taking Student loans for his/her Student and achieve business targets for the company.
- Visit schools and other educational institutions and achieve business targets of loans disbursed.
- Handling client's inquiry, presentation in College/Institute regarding Company's Product (Student Loan).
- Manage the entire loan documentation including Student Loans / Education Loan products.
- Manage Student Loans sales in given region and act as a productive resource by meeting targets.
- Source new business from walk in customers and through cold calling & random visit in open market.
- Guide clients for obtaining loan and documentation.
- Follow up with customers for loan queries.

- Exploring new areas and ways to achieve productivity via Marketing strategy.
- Prepare and maintain database report.
- Traveling across the designated location.
- Assist in collection of EMI payments and ensure that the portfolio remains high in quality.
- Work distribute among my team & guide them for business lead.

Achievement : College Tie-up - 59

Customer Count - 230+

Aug'17 – Oct'18 : Infiflex Technologies Pvt Ltd as Technical Sales Associate (Google Mailing Solutions)

- Selling Google Cloud Service (**G-Suite Email Solutions**), and Web Applications Development.
- Handling Marketing Strategy regarding Email Marketing, Hangout Chat with Client.
- Responsible for entire sales pipeline from lead generation to closure.
- Meetings with top decision makers like C- level executives, Owners, Presidents, VP-level executives, etc. to understand their pain points and assist them accordingly.
- Handling client's inquiry, presentation, proposals, negotiation and account management.
- Doing sales revenue forecasting and preparing & executing business plan accordingly.
- Business development by either identifying new markets or a different approach to same market to achieve targets.
- Handling sales regarding queries.
- Training customer on regular visits
- G suite sign up, deployment and migration activity.
- Interacting with customer about details for G suite and its advantages and also offering them the best G suite package as required by their organization for its implementation.
- Troubleshooting all the complex technical queries through remote access.

Achievement : Closed Account 50+

Total Licence : 700+

Academic Qualification

MBA/PGDM; 58.00%

Indira Institute of Management, Pune; 2017

B.Tech (Electronics & Communication); 73.00%

Aryabhatta Knowledge University, Patna, Bihar; 2014

HSC; 62.00%

S. N. S. Y. College Rambagh, Purnea, Bihar Board; 2009

SSC; 62.80%

Maa Kali High School, Purnea, BSEB Board; 2007

Certifications/ Courses:

- Certificate in Google Cloud : G-Suite Presenting G-Suite and Drive for Work
- Certificate in Google Cloud : G-Suite Credential Exam for Sales Engineers

Extra Involvement:

- Member of the core committee in college fest.
- Group Leader of the winning Team for Inter College OMT Championships in 2015
- Event organizer in college ; fresher's party, farewell party
- Co-ordinate many social events in colleges.
- Participated in **Swachh Bharat Abhiyan** in College campus

Personal Details

Date of Birth: 22nd Jan 1993

Languages Known: English, Hindi

Nationality: Indian

Address: C105, Shree Ganesh Imperia Apartments, Wakad,Pune-411057
