




Pramod Bhandwale

Banking | Tasc & GBG | Medical Equipment Finance | Fintech | CMS Solutions | Advertising | Currently Handling Rest of Maharashtra & Goa

CONTACT

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 India, Pune, Managl Bhairav society
Nanded city Sinhgad road Pune

EDUCATION

2002 - 2006

BBA

Swami Ramanand Teerth Marathwada University, India, Nanded

Bachelors in Business Administrations.

2018 - 2019

Diploma

Diploma in Banking & Finance, India, Nagpur

Diploma in Banking & Finance

2019 -

AMFI

AMFI Certified, India, Pune

AMFI mutual fund Distributor's Certification.

PROFESSIONAL SUMMARY

As an Executive Manager with over 15 years of experience, I have a proven track record of success in leading teams and driving business growth. Through my strong leadership skills, strategic thinking, and ability to foster collaboration, I have consistently exceeded targets and delivered exceptional results. I am highly organized, detail-oriented and possess excellent communication skills which have allowed me to effectively manage budgets, timelines and team performance. With a passion for innovation and a keen eye for identifying opportunities for improvement, I am confident in my ability to drive success and contribute to the continued growth of any organization.

EXPERIENCE

Executive Manager Medical Equipment Loans.

2023 - Now

Paytm (One97 Communication Ltd, India, Pune)

As an Executive Manager for Medical Equipment Loans at Paytm (One97 Communication Ltd, India), I was responsible for overseeing the loan process for medical equipment purchases. This involved assessing loan applications, managing loan disbursements, and ensuring timely repayment.

- Managed medical equipment loans process
- Reviewed and approved loan applications
- Oversaw loan disbursements
- Ensured timely repayment from borrowers

Relationship Manager Institutional Banking TASC & GBG

2022 - 2023

IDFC FIRST BANK LTD, India, Pune

As a Relationship Manager for Institutional Sales focusing on TASC (Trusts, Associations, Societies and Clubs) and GBG (Government Banking Group) at IDFC FIRST BANK LTD, I was responsible for building and maintaining relationships with key clients in these sectors. I worked closely with my team to develop strategies and solutions to meet the specific financial needs of our institutional clients.

- Managed a portfolio of institutional clients
- Developed and maintained relationships with key stakeholders
- Collaborated with internal teams to provide tailored financial solutions
- Increased client base by 15% through effective networking
- Conducted regular market research to stay updated on industry trends
- Achieved quarterly sales targets set by the bank
- Negotiated pricing and terms of contracts with clients

2020 -

Certification Program

NGO Management -Associated with
SIILC, India, Pune

NGO Management -Associated with SIILC

LINKS

 LinkedIn

PERSONAL INFO

- Date of birth: 16 March 1983
- Place of birth: Amadpur Dist Latur
- Nationality: Indian

- Organized and conducted client meetings and presentations
- Ensured timely resolution of any client issues or concerns

Relationship Manager Institutional Banking TASC & GBG

2018 - 2022

ICICI Bank Ltd, India, Pune

As a Relationship Manager for Institutional Banking TASC & GBG at ICICI Bank Ltd, India, I was responsible for managing relationships with key clients in the corporate and government sectors. During my time at the company from 2018-08 to 2022-01, I successfully developed and maintained strong partnerships with various organizations, resulting in increased revenue and market share for the bank. My role required me to provide customized financial solutions to meet the specific needs of each client, while also ensuring compliance with regulatory guidelines.

- Developed and maintained relationships with corporate and government clients
- Provided customized financial solutions for clients' specific needs
- Ensured compliance with regulatory guidelines
- Increased revenue and market share for the bank

Assistant Manager Sales - Merchant Engagement Team

2017 - 2018

Pine Labs Pvt Ltd, India, Pune

As the Assistant Manager of the Sales Merchant Engagement Team at Pine Labs Pvt Ltd, I was responsible for driving merchant acquisition and engagement strategies. This role required me to utilize my strong communication skills, analytical mindset, and sales experience to effectively manage a team and achieve company goals.

- Developed and implemented successful merchant engagement strategies
- Conducted market research to identify potential opportunities for growth
- Collaborated with cross-functional teams to improve customer experience
- Trained and mentored team members to enhance their sales skills
- Expanded merchant base by 25% through effective sales techniques
- Implemented data-driven approach for targeting high-value merchants
- Increased customer retention rate by 15% through personalized engagement
- Introduced new product lines resulting in 20% increase in overall sales revenue

Relationship Manager

2016 - 2017

Proptiger.com, India, Pune

As a Relationship Manager at Proptiger.com, I was responsible for maintaining and nurturing relationships with clients and partners in the real estate industry. I consistently exceeded sales targets by proactively identifying and capitalizing on new business opportunities. Through effective communication and negotiation skills, I successfully closed deals and built long-lasting partnerships with key stakeholders.

- Exceeded sales targets
- Maintained strong client relationships
- Identified and capitalized on new business opportunities
- Closed deals through effective communication and negotiation

Senior Executive-Business Development

2009 - 2016

Just Dial Ltd, India, Pune

As the Senior Executive-Business Development at Just Dial Ltd, I was responsible for driving business growth and expanding our market presence in India. Over the course of 7 years, I utilized my strong networking skills and business acumen to establish key partnerships and increase revenue streams for the company.

- Developed and executed innovative strategies to acquire new clients
- Expanded company's services to new regions, resulting in a 20% increase in market share
- Implemented effective lead generation techniques, resulting in a 15% increase in sales
- Conducted market research to identify potential growth opportunities

Team Leader - Corporate salary accounts

2008 - 2009

Hdfc Bank Ltd, India, Pune

As the Team Leader for Corporate Salary Accounts at HDFC Bank Ltd, I was responsible for managing a team of banking professionals and overseeing all aspects of corporate salary account operations. This role required strong leadership skills, attention to detail, and the ability to multitask in a fast-paced environment.

- Managed team of banking professionals
- Oversaw corporate salary account operations
- Demonstrated strong leadership skills
- Maintained attention to detail
- Multitasked in a fast-paced environment

Team Building	★ ★ ★ ★ ★
Communication	★ ★ ★ ★ ★
Problem-Solving	★ ★ ★ ★ ★
Leadership	★ ★ ★ ★ ★