



SATYA PRAKASH UPADHYAY

satyaupadhyay@hotmail.com

Anytime + 91-7755 012345

Permanent Address :

House No : 29. Khasra No : 237. Khargapur Rd. Husedia. Gomti Nagar Extn-V.

Lucknow-226010. Uttar Pradesh

Landmark : Nr. Khargapur Railway Crossing.

Professional Profile:

Commerce alumni with professional experience of apprx 15 years in sales domain within North & East Geo- boundaries of India.

Team based management style with abilities in creating a conducive environment to work & grow together. Being a learner from grass root level in my career, it helps me to understand my work environment , my colleagues , my team in a faster & a better way to create a new milestone in the organization.

Present Assignment

Current Organization	:	CLIX FINANCE INDIA PVT LTD Corp. HO. Gurugram. Haryana
Department & Product	:	HFS - Medical Equipment Finance
Designation	:	Regional Business Manager (North & East)
Duration of service	:	Sept' 2018 to till date.
My Responsibilities	:	Sales development of Medical Equipment Finance in North & East geo boundaries of India.
	:	Team Management with direct reporting of 3 SM.
	:	Collection management of 0-30 bucket
	:	Relationship management with Dealer, Distributor, Manufacturer & DSA Network.
	:	Implementation of business strategy planning under volatile market scenarios.
	:	Key role in product improvements as per customer Segment targeted.
	:	Compliance adherence.

Past Assignment's

- Organization** : **YES Bank Ltd.**
Jaipur. Rajasthan.
- Department & Product** : **HCF- Medical & Printing Equipment Finance**
- Designation** : **Section Leader (Grade-Assistant Vice President)**
- Duration of service** : **Sept' 2016 to Sept' 2018.**
- My Responsibilities** :
- : Team Management with direct reporting of 4 SM's.
 - : Sales & development of Medical & Printing Equipment Finance products in different districts/towns of Rajasthan.
 - : Trainings to branch managers & their teams for ME + PE case sourcing.
 - : Team synergy & coordination with credit, operations & collection
 - : Cross Function sales of different banking products.
 - : Relationship Management of Dealer, Distributor, Manufacturer & DSA Network.
- Organization** : **Shriram Equipment Finance Co. Ltd.**
Lucknow. Uttar Pradesh
- Department & Product** : **Medical & Industrial Equipment Finance**
- Designation** : **Regional Business Head (Uttar Pradesh)**
- Internal Grade** : **Assistant General Manager**
- Duration of service** : **Sept' 2014 to July'2016.**
- My Responsibilities** :
- : Team Management with direct reporting of 4 SM's
 - : Product Launch & introduction of Medical & Industrial Equipment Finance in different districts/towns of Uttar Pradesh.
 - : Trainings to branch managers & team for ME+IE deal sourcing & assessments (Total 56 branches across UP)
 - : Team synergy & coordination credit, operations & Collection.
 - : Development of Dealer, Distributor & Manufacturer Network.
 - : Collection management of 0-90 bucket



Organization : **Reliance Commercial Finance (Reliance Capital Ltd.)**
Kolkata-West Bengal. & Bhubaneswar - Orissa

Department & Product : **SME**

Designation : **Joined as Branch Sales Manager & promoted to Area Sales Manager (SME-East)**

Duration of service : **Nov' 2011 to Sept' 2014.**

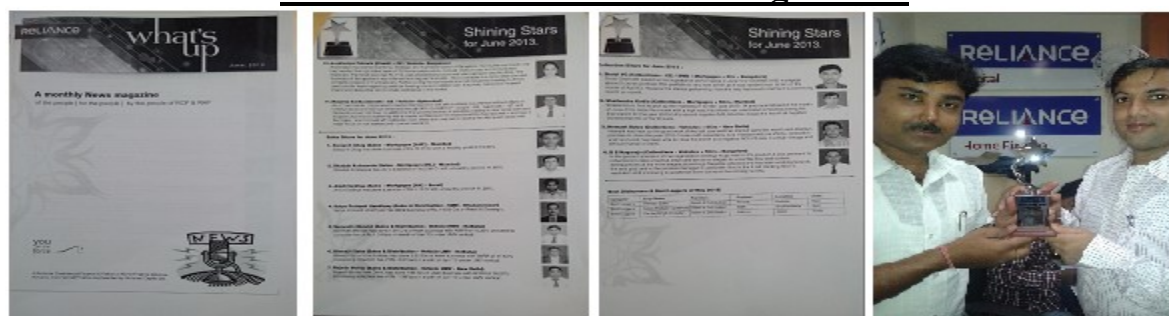
My Responsibilities :

- Sales development of SME Lending, which includes Multiple products business across the state of Orissa & West Bengal.
- Team synergy & coordination with credit, operations & Collection.**
- Development of Dealer, Distributor & Manufacturer Network.

Products Handled

- ✓ **Educational Institutional Funding.**
- ✓ **Hotel Funding & Restaurant chain Funding.**
- ✓ **Medical Equipment & Hospital Infrastructure Funding**
- ✓ **Industrial Equipment Finance.**
- ✓ **SME LAP on both Residential, Commercial & Industrial property.**
- ✓ **Working Capital Demand Loan/Term Loan**
- ✓ **Lease Rental Discounting**

Awards/ Achievements & Recognitions:



“Success should be a continuous Journey & not a Destination”

- **Recognized as Best Sales Manager in East across all products of SME in FY'13-14.**
- **SME Odisha Branch succeeded in establishing itself as the most profitable branch, Pan India in RCL in FY'13-14.**
- **Promoted as Area Sales Manager in the 2nd Year of operation** along with additional responsibility of entire team handling for SME –East.
- **Honored with a Trophy (Oct13- Mar14) by Business Head-RCL, Mr. Souvik Sengupta** for being recognized as Best Sales Manager pan India for Highest Business Volume, Highest Yield, and Highest Insurance Penetration.

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Organization : **ING VYSYA LIFE INSURANCE Co. Ltd.**
(Currently known as Exide Insurance Co Ltd.)
Kolkata. West Bengal

Designation : **Sales Manager**

Duration of service : **15th Nov 2008 to 31st Oct 2011.**

Product Handled : **Sales of Life Insurance policy through agency channel of 45 advisors.**

My Responsibilities :

- Mentoring a team of financial advisors (Total 45 advisors) to generate business for their earnings/growth as well as to achieve own business commitments.
- Recruitment of the new members (advisors) & Retention of old advisors.
- Proper training & education to advisors to boost their moral & ensure compliance orientation .
- Maintaining strong connects with the clients as well as the advisors.
- Open Eyes on Market competition & strategy formation for business sourcing.
- Persistency Management

Awards/ Achievements & Recognitions:



- ✓ **‘CERTIFICATE OF EXCELLENCE’** award received from Mr. Vishal Chauhan (DGM-IVL EAST) for achieving **Rank 3rd** on **First Year Premium** for the financial year **APR-2009 to March 2010**.
- ✓ **‘PREMIUM KI MAHABHARAT’** award received from: Mr. Syed Sarfraz Ahmed (R.V.P-Central & East INDIA, ING LIFE) for achieving **Rank 3 position**.
- ✓ **‘10DULKAR CLUB’**. Award received from Mr. Syed Sarfraz Ahmed (R.V.P-Central & East INDIA, ING LIFE) for qualifying in the contest.
- ✓ **‘FAREWELL TO HIGH LIFE PRODUCT’** award received from Mr. Syed Sarfraz Ahmed (R.V.P-Central & East INDIA, ING LIFE)
- ✓ **‘Maximum People Coverage ‘** award received from Mr. Vishal Chauhan (D.G.M-ING LIFE EAST) for achieving **maximum no of life** in the month of March 2009.

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Organization : **DEUTSCHE BANK**
Kolkata. West Bengal.

Career Growth : **Promoted as Sales Manager, (Business Banking) w.e.f 1st October'2008.**
Earlier worked as Financial Consultant (Assets) since 16TH October'2006 to 30TH September'2008.

Product Handled : **Personal Loan & Unsecured Business Loan**

My Responsibilities : Acquisition of Personal Loan & Business Loan clients.
: Revenue generation through cross sales.
: DST Team handling of 4 members
: Strategy development for retaining no 1 position in Pan India .

Awards/ Achievements & Recognitions:



- ✓ **‘PAN INDIA No 1. Sales Award of the Year’.** Received from :Mr. Varun Sridhar.(National Sales Manager) Deutsche Bank,for achieving the **no 1.** position rank in **Pan India** for continuous two years in selling of personal loans with maximum revenue as well as customer satisfaction.
- ✓ **Recognized** as a **National Winner** in the national sales competition organized by Deutsche Bank, across the country. (Apr 08—Jun 08) & won a **Hero Honda Karizma** bike along with other **gifts & certificates.**
- ✓ **‘Best Performance Sales Award of the year’** received from Mr. Arun Ramamurthy (Asia-Pacific Head) Deutsche Bank AG, India.
- ✓ **‘ Best Team Management’** award received from Mr. Kalyanaraman Sriram (**Director & Head –Business Clients and Asset Products**) Deutsche Bank AG, India.

Organization : **BANCO CONSULTANCY**
(D.S.T: ABN AMRO BANK . Kolkata . West Bengal).

Duration of service : **September 2005 to October 2006**

Designation : **Sr. Sales Executive**

Product : **Personal loan & Unsecured Loan**

My Responsibilities : Acquisition of clients for Personal Loan
: Credit query resolutions of self-sourced cases
: Execution of Post Sanction Documentation

Academic Status

<i>Examinations Qualified</i>	<i>Board/University</i>	<i>Year</i>
B.Com	Dr. Ram Manohar Lohia Awadh University (U.P)	2003
Higher Secondary	W.B.C.H.S.E (Shree Jain Vidyalaya, Kolkata)	2000
Madhyamik	W.B.B.S.E (Shree Jain Vidyalaya, Kolkata)	1998

Personal Information

Father's Name : Late Sh. Ram Kumar Upadhyay
Gender : Male
Date of Birth : 15th March, 1981
Nationality : Indian
Marital status : Married.

Linguistic Ability

HINDI, ENGLISH & BENGALI

Computer Efficiency

Basic Knowledge - Windows, MS office, Internet,

Hobbies: Playing Chess, Contribution towards my nation in any form as possible.

Area of Preference: A senior managerial position in sales domain in North & East India.

Sole Declaration : I do hereby declare that all the above-furnished information's are true to the best of my knowledge and belief.

Thanks & regards



Satya Prakash Upadhyay

Date:

Place: Lucknow . Uttar Pradesh