ANKUR SHARAD VADNERE

**Mobile:** 9588403996 **E-Mail:** VADNEREANKUR@GMAIL.COM

**Job Objective**

***Seeking Senior level assignments in Business Development I Client Relationship Management I Marketing Operations with an organization of repute MNC Companies and Financial sector.***

Location Preference: Pune

**Profile Summary**

• A competent professional with nearly 4 years of experience in Business Development & Client Relationship Management.

• Proven ability in achieving/ exceeding targets, opening new and profitable product/services markets and setting up business operations in untapped markets

• Distinction of exploring new markets for business growth and streamlining sales & marketing operations • Demonstrated skills in managing teams to work in sync with the corporate set parameters & motivating them for achieving business & individual goals

• Strengths in handling clients and building healthy & long lasting business relations with them • An effective communicator with excellent relationship building & interpersonal skills and strong analytical, problem solving & organizational abilities

**Employment Details**

**August 2023 - Till Date: - HSBC BANK (ASSISTANCE MANAGER)**

**Responsibility:-Acquire** corporate for salary account and cross sell. Handling portfolio of corporate for account opening. Providing all corporate Banking Services. Generating Leads for below products.

• General Insurance

• Life insurance

• Credit card

• Retail Forex Card

• Home Loan/ Balance Transfer

• Personal Loan

**Key Result Area**

**Business Development**

• Analyzing business potential, implementing plans to drive activity for cross-sells, achieving desired targets; meeting respective HR Person and generating business from the decision maker.

**Marketing Operations**

• Identifying business opportunities through market surveys and mapping them as per the targeted plans • Evaluating marketing budgets periodically and responsible for manpower planning & product planning and ensuring adherence to planned expenses.

**Customer Relationship Management**

• Focusing on customer needs & ensuring customer satisfaction with appropriate solutions within the policy • Motivating team to deliver highest service standards while attending to clients' needs

**Dec'2021 -August 2024: - KOTAK MAHINDRA BANK as a ACCOUNT MANAGER (PUNE)**

**Responsibility:** - Acquire new corporate for salary account and cross sell. Handling portfolio of corporate for account opening. Providing all corporate Banking Services. Generating Leads for below products.

• General Insurance

• Life insurance

• Credit card

• Retail Forex Card

• Home Loan/ Balance Transfer

• LAP/HL

• BG

• BUSINESS LOAN

**Key Result Area**

**Business Development**

• Analyzing business potential, implementing plans to drive activity for cross-sells, achieving desired targets, meeting respective HR person, and generating business from the decision maker.

**Marketing Operations**

• Identifying business opportunities through market surveys and mapping them as per the targeted plans

• Evaluating marketing budgets periodically and responsible for manpower planning & product planning and ensuring adherence to planned expenses.

**Customer Relationship Management**

• Focusing on customer needs & ensuring customer satisfaction with appropriate solutions within the policy • Motivating team to deliver highest service standards while attending to client's needs.

**March'2021- Dec 2021':- AU SMALL FINANCE BANK LTD as DEPUTY MANAGER (PUNE)**

**Responsibility:-Acquire** corporate for salary account and cross sell. Handling portfolio of corporate for account opening. Providing all corporate Banking Services. Generating Leads for below products.

• General Insurance

• Life insurance

• Credit card

• Retail Forex Card

• Home Loan/ Balance Transfer

• Personal Loan

**Key Result Area**

**Business Development**

• Analyzing business potential, implementing plans to drive activity for cross-sells, achieving desired targets; meeting respective HR Person and generating business from the decision maker.

**Marketing Operations**

• Identifying business opportunities through market surveys and mapping them as per the targeted plans • Evaluating marketing budgets periodically and responsible for manpower planning & product planning and ensuring adherence to planned expenses.

**Customer Relationship Management**

• Focusing on customer needs & ensuring customer satisfaction with appropriate solutions within the policy • Motivating team to deliver highest service standards while attending to clients' needs

**Dec'2018- SEPT 2020:- EARLYSALARY PVT Ltd. Pune**

**Key Result Areas**

**Business Development**

• A Take lead of corporate client from senior and convenes to them for Tie-up. Meet them for further follow up. Convert them by offering special package.

• competitor analysis by keeping abreast of market trends and competitor moves to achieve market share • Analyzing business potential, implementing plans to drive sales, supplementing turnover & achieving desired targets; meeting respective accountants and generating business from the decision maker

**Marketing Operations**

• Identifying business opportunities through market surveys and mapping them as per the targeted plans • Evaluating marketing budgets periodically and responsible for manpower planning & product planning and ensuring adherence to planned expenses

**Customer Relationship Management**

• Focusing on customer needs & ensuring customer satisfaction with appropriate solutions within the policy • Motivating team to deliver highest service standards while attending to clients'

 **Personal Details**

Name : Ankur Vadnere

Father’s Name : Sharad Vadnere

Gender : Male

Nationality : Indian

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Date of Birth : 10/01/1997