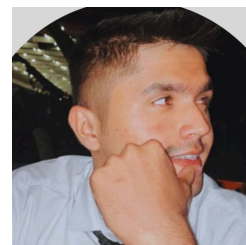


Aditya Sharma

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Objective

Dynamic and result-oriented Business Manager with proven track record of cultivating and managing profitable client relationship within the organization. Leveraging understanding in financial services and deep understanding of client needs, dedicated to delivering tailored solutions that drive client satisfaction, retention and business growth.

Experience

- AU SMALL FINANCE BANK** 11/07/2024 - 05/02/2025
CHANNEL BUSINESS MANAGER
 - Worked as a Business Manager in the LAP Vertical.
 - Managed a team of 3-4 members, ensuring seamless operations and performance optimization.
 - Coordinated with DSAs for business expansion and relationship management.
 - Led initiatives for lead generation, driving new business opportunities and portfolio growth.
- ICICI BANK** 11/07/2023 - 10/07/2024
Deputy Manager - BLG Group
 - Focus on business development across liabilities, assets and fee to sustain and achieve growth in relationship values, revenues and improved client stickiness.
 - Achievement of product wise target.
 - Formulate outbound and inbound sales plan to acquire new HNI customer for increasing customer base of the portfolio.
 - Ensuring regular availability of the research material and inputs to the client.
 - Conduct risk profiling of all the mapped clients for better advisory on investment needs.
 - Ensuring client contractability at all time through updating of latest contact details in all the necessary systems.
 - Regular contact with all the mapped clients through weekly /monthly calls
 - Resolution of queries of all mapped clients within the TAT specified.
 - Ensure compliance through regular process checks and self audit scores.
- Electronica Finance Ltd - NBFC** 01/02/2022 - 05/07/2023
Sales Manager
 - Machine Finance, preparing IRR Sheet
 - Dealing with clients
 - Collection of all the documents.
 - Login the file in FinOne
 - Doing agreement and sanctioning the file and whole disbursement process
- Bajaj Finserv** -
Internship
- Wordbox** -
Internship

Education

Course / Degree	School / University	Grade / Score	Year
PGDM- MARKETING	DR D Y PATIL BUSINESS SCHOOL		2021-2023
BACHELOR OF ART	PUNE UNIVERSITY		2018-2021
Class 12th - CBSE	Holy Cross Convent School, Ambikapur		2018

Course / Degree	School / University	Grade / Score	Year
10th - CBSE	Holy Cross Convent School, Ambikapur		2016

Skills

- Management Skills
- Network building
- Negotiation
- Microsoft Office 365
- Leadership

Achievements & Awards

- Appreciation Certificate from ICICI Bank for Excellent Team Work and MIB Initiative