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Sangvi-Pune

mehulsonawane@gmail.com

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KEY SKILLS

- Leadership
- Planning and coordination
- Time Management
- Team work

EDUCATION

- B.Com (North Maharashtra University)
- MBA (Savitribai Phule University)

CERTIFICATIONS

- IRDA – IC38 – Certificate exam of corporate agents (SP Composite)
- NISM Series 5-A: Mutual Fund Distributors Certification Examination

PERSONAL DETAILS

- **Date of Birth:** 20/06/1994
- **Marital Status:** Married
- **Strengths:** Optimistic, Integrity, Patient
- **Languages:** English, Hindi, Marathi, Gujarati

Mehul Sharadbhai Sonawane

Summary

A Seasoned Sales Professional with Proven Record of Taking Most Challenging Roles and deliver Turnaround Performance. Having 6 Years of experience in field sales, seeking a management position. Seeking an opportunity to apply my advanced knowledge of sales, customer service and my experience with Life Insurance, Corporate Salary, virtual relationship management, Branch banking, and having expertise in Banking and Insurance Products knowledge, Portfolio management, Customer service, Team Management, Wallet Share, New Product Launch, Sales Management, Training, Staff development.

PROFESSIONAL EXPERIENCE

 **IndusInd Bank Ltd**
Branch Relationship Manager (Chief Manager)
September 2023 - Present

- Handling Branch's portfolio book size by providing services and fulfilling bank requirements
- Working towards deepening and strengthening the portfolio with NTB acquisition
- Maintaining a deep knowledge of Banking products and services
- Building and maintaining strong relationships with prospective and existing costumers
- Cross-selling bank products & building penetration for remote banking channels like net/mobile banking
- Identifying clients' need and requirements and proposing suitable solutions
- Providing clients with comprehensive product/service consultations and guiding their decision-making process
- Resolving complaints and issues efficiently and in a timely manner
- Meeting sales/revenue targets
- Ensuring Customer Satisfaction

ACHIEVEMENTS **@HDFC Bank**

- Qualified for HDFC sec contest in March-2022
- Qualified for PL contest with 14 Logins in December-2022

@Kotak Mahindra

- Achieved 150% of monthly target in June, July 2021
- Opened 160 salary a/c in June 2021

@ICICI Prudential Life Insurance

- Achieved 150 Protection NOP's in 2018-19
- Qualified for Central Contest – July 2019
- Qualified for Zonal contest Sept-2018

HDFC Bank Ltd

Preferred Relationship Manager (VRM)

Oct 2021 – August 2023

- Developing and expanding existing High Net Worth Customer relationships for liabilities
- Deepening relationships sourcing family accounts
- Work Quickly to address and resolve customer issues
- Cross-selling bank products & building penetration for remote banking channels like net/mobile banking
- Informing customers of new products or product enhancements to further expand the banking relationship
- Maintaining complete relationship record for assigned customer accounts
- Ensuring high levels of customer service orientation to meet benchmark NPS
- Collaborating with the field sales teams to ensure lower cycle times and best conversion ratios

Kotak Mahindra Bank Ltd

Deputy Manager

November 2019 – October 2021

- Handling associated Corporate with Bank
- Opening Salary Accounts of assigned Corporate
- Conducting induction for new employees about salary accounts and banking products
- Building Relationship with HR and Employees of corporate
- Co-ordinate and handle Executives of various bank products
- Provide end to end service to bank customers

ICICI Prudential Life Insurance Ltd

Associate Financial Service Consultant

January 2018 to November 2019

- Teaming up with Bank Staff to achieve Sales Target
 - Cross selling life insurance products to waling customers in bank
 - Building relationship with UM's to achieve targets
 - Conducting regular training for the UM's and Advisors of Partner Offices
 - Converting Leads provided by Advisors
 - Providing end to end Service to the Client
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