

# SUJIT BANKAR

Phone: 7774999490

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## Career Objectives

Total 5.9 years of Experience in that I worked about 1 years as a business development manager in SMC Pvt Ltd. Apart from this, I have worked in Banking domain, Housing loan, secured business loans and POS machines. I have worked with the cooperative bank by building a relationship for POS machines and financial solution. I am looking good opportunity in IT sales sector where my knowledge will increase.

## Work Experience

**Company : SMC PVT LTD.**

**Role :** Business development Manager

**Department :** Software sales.

**Period :** From 24<sup>th</sup> June 23 to 24<sup>th</sup> Jan 24

### Job Responsibility

- Developing and implementing sales strategies to achieve sales targets
- Building and maintaining strong relationships with clients
- Identifying new business opportunities and generating leads.
- Providing product demonstrations and presentations to potential clients
- Collaborating with marketing and other teams to drive sales efforts.
- Monitoring and analysing sales performance data to make informed decisions.

**Company :** Godrej Capital

**Role :** Relationship Officer

**Department :** Home Loan

**Period :** From 02/08/2022 To 23/06/23

### ➤ Job Responsibility

- Meeting business and revenue budgets
- Managing channel partners, generating business volumes, attending business leads and realizing builder tie-ups
- Monthly reporting of proposals pending for processing and other issues
- Handling market related work pertaining to deposit mobilization, appointing new brokers and liaison with the network
- Tracking broker commissions for raised deposits through information from Accounts Incharge and assisting later in the same

**Company :** Kotak Mahindra Bank Ltd.

**Role :** Sales Executive

**Department :** Home Loan

**Period :** From 31/12/20 To 18/07/22

### ➤ Job Responsibility

- Responsible for handling Home Loan sanction Process. Including checking Loan Files, Checking KYC of Applying Customers, checking out Financial Details of Customers which includes Salary, ITR returns etc.
- Study Balance sheet or Profit & Loss Account of Business, & All Loan Details etc.
- Dealing in Home loan, Overdraft Facility, Commercial purchase
- Enhance cross selling of Insurance, CASA & Credit Card product
- Ensuring disbursement with existing back-office background
- Maintaining and managing good repo with Legal, Technical and credit team
- Constantly tracking acquired customer and ensure good quality business
- Sourcing business from the connectors and builders in the market
- Sourcing business from open market with the help of connectors

**Company :** MSWIPE TECHNOLOGIES PVT LTD.  
**Role :** Business development officer  
**Department :** banking  
**Period :** From 01/04/18 To 30/12/20

➤ **Job Responsibilities:**

- Develop a strong relationship and follow up with Partner Bank for increasing volume of referrals and leads from their Branch.
- Self-sourcing of referrals and leads will be a requirement
- Sourcing business from open market door to door visit shops,
- Providing satisfactory services to customer and channel in order to get more references.
- Enhance cross selling of QR code

**Educational detail**

- **MBA Marketing** -SGPA 8.92 Bharati Vidyapeeth university
- **B.Sc. chemistry** ( 66%) Pune University.
- **H.S.C** - (52%) Maharashtra Board.
- **S.S.C.** - ( 67%) Maharashtra Board.

**Personal Details**

Name Sujit Baban Bankar  
 Phone no. 7774999490  
 E- mail ID sujitbankar2153@gmail.com  
 Date Of Birth 03 April 1995  
 Marital status unmarried  
 Nationality Indian  
 Language Known English, Marathi, Hindi.  
 Address plots no 26/27, flat no 7A, 4<sup>th</sup> floor, mokate building, front of throat garden, Kothrud, pune,411038

**Declaration**

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

**Date:**

**(Sujit Bankar)**