



## MR. SUNIL SHRIRAM RAUT

Seeking assignments with an organization of global repute at Senior/ Mid managerial level in Sales, Collection Management, Customer Relationship Management & Team Management as a Branch Handelling.

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### Key Competencies

Sales Management

Business Analysis

Collection & Recovery

Management

Customer Relationship

Revenue Enhancement

Cost Control

Financial Inclusion

Marketing Strategies

### Profile Summary

- An enterprising result-oriented leader having 13 years of total experience primarily in Financial/NBFC/Banking sector in Sales and Collections roles. With focus on increasing quality loan disbursement, reducing delinquency and resolution and roll back of portfolio in default with effective People Management. Handholding the team and enabling them today live result with focus on quality sales, recovery and maintain a healthy portfolio.
- Exposure of varied geographic allocations within Maharashtra State.
- Proven skills in formulating and implementing Sales and Collection strategies, as well as accomplishing the given targets in budgeted parameters.
- Proficient at managing and leading teams for running successful profit-making Biz, process operations & experience of developing procedures, service standards for Business excellence.
- Demonstrated skills in team supervision and relationship management as Well as exceptional communication abilities to cut across the organizational levels & Accomplish targets.

### Soft Skills

Team Player

Collaborative

Motivator

Problem Solver

Accounting Skills

Customer Satisfaction

### Education

2012 : **Master in Business Management** from ICFAI Institute of Management

studies, Dehradun.

2010 : **Bachelor of Arts** from Dr. Babasaheb Ambedkar Marathwada University, Aurangabad

2004 : **HSC** From Pune Divisional Board.

2002 : **SSC** From Pune Divisional Board.

## Work Experience

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### 1. Shri Ram Life Insurance Co-Company.

#### Business Development Manger

*13<sup>th</sup> May 2004 to 07<sup>th</sup> April 2010*

- Job Profile – Adbazar recruitment, 14 Advisor Team Handling & Motivation.
- Rural and Urban Area Advisor recruitment.
- Festival Event Organizer.
- Lead generation and policy purpose
- 85% well result performance.

### 2. Sukhkarta Multistate Co-operative Society Limited, Aurangabad

#### Branch Manager

*July 2010 to February 2022*

- Expertise in Credit, Customer Prospecting and Acquisition, Operation, Risk and Recovery Management.
- Experience of Branch expansions, set up and operation setup.
- Successfully handled Small Group Loan under MFI and Business Loan i.e. Working Capital Loan, Asset Creation and Home Improvement Loan and Goldloan.
- Successfully handled a portfolio of more than 88+Cr with 20 K+ customers -Group Loan, Individual Loan, Agri Loan & Gold Loan) with 10 branches and team of more than 100 employees.
- Implemented Micro Level business planning to achieve business targets with 99% OTRR (On Time Recovery Rate) on New Book consistently for 8 years.
- Highest cross selling of Micro Pension, FD, ID and Insurance in zone. Selected as 'Best Branch Head' for video Clip at Sukhkarta.
- Got Award for Best Branch (Aurangabad, Marathwada Region).
- Received "High four audit" award for having audit rating Excellent and Very good consecutively.
- First to launch Successful SAATHI pilot program in Maharashtra and Vidarbha.

### 3. Shrotam Informatics India Pvt. Ltd.

#### Zonal Manager (Marathwada Region)

*13 August 2022 to 05 September 2023*

ATM Machine Franchisee, CSC Point, Aadhar Card Enrolment Centre

#### Job Profile :

- Marathwada Region BDM Team Handling.
- Headed Pune zone with 19 Branche sand team of more than 22 employees.
- Creating and sustaining a dynamic environment that fosters the development opportunities and motivates for high performance amongst the employees to deliver targets with regular and consistent follow up.
- Feedback to senior management with market and portfolio analysis to ensure quality sourcing.
- Giving new ideas on process and product improvement to enhance business.

- Training of staff on operational parameters to ensure no process lapse and hence better audit score. Nurturing talent, appraising and highlighting potential employees to ensure growth of employees.
- Team building to ensure staff retention.
- Coordination with Top management for business expansion and improvement plan through market and ground level inputs.

#### 4. Axis Bank (Gold Loan)

##### Relationship Manager

*16 October 2023 to 02 January 2024.*

##### Job Profile:

- Branch Banking, Gold Selling. Headed different branches in this tenure within Aurangabad Business
- Top performing gold loan for the branch with highest sales, and 400 %of targets achievement.
- Reporting to branch manager
- To productivity successfully handling a portfolio of more than 360 +customer wait 4 team employee management.
- Organization service campus to ensure better customer service experience and business growth and also new customer acquisition.

##### IT Skills

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- CBS & SFDC software's hands one experience.
- Operating System: WINDOWS1998/2000/XP
- Software Packages: MS-Word, MS-Excel, MS-Power Point Strengths

##### Hobbies

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- ✓ Exploring distant lands
- ✓ Getting lost in a good book
- ✓ Capturing moments
- ✓ Feeling the music
- ✓ Every kind of sport

##### Personal Details

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Date of Birth	: 07 April 1985
Blood Group	: O +
Gender	: Male
Nationality	: Indian
Address	: Plot No. 58, Gut no. 386, Bajrang Chowk, Cambridge chaulk, Hanuman Temple, Sundarwad, Aurangabad.
Languages Known	: English, Hindi and Marathi