

MR. RAHUL G. PATIL

Milind Housing Society, Near Baneshwar Temple,
Shahunagar, Kedgaon Devi,
Ahmednagar 414 001

Cell 9028950206 email: rahulgpatil.2009@gmail.com

OBJECTIVE

To serve the Company and apply my level best to achieve the company goal as well as to make and excel my field of work and interest by using my capabilities knowledge and expertise and grow with the Organization I work with.

EXPERIENCE SUMMARY

Highly motivated self starter leek learner, Sincere and hard working will excellent and analytical and communication skill a challenging career.

WORK EXPERIENCE

Bajaj Capital Insurance Broking Limited (Assistant Manager) From 21 Nov 2017 to till Date.

➤ **Job Role and Responsibilities**

To execute sales strategies to acquire new associate_for increasing associate base through

➤ Local campaign for new Leads Generation

a) Marketing activities b) cold calling
c) Natural Market d) References e) Personal Network & other Activities.

➤ Meet & Address New Associate with in 48 hours of such activities.

➤ Arrange regular trainings for new & existing Associates.

➤ Acquire new associate & provide services to the existing & new associate.

➤ Activate inactive & retain active associate.

➤ To ensure best service standards are met & delivered at all categories of the associate.

➤ To contact all mapped associate through daily/weekly/monthly calls regularly.

➤ Continuously connect with the associate for products trainings.

➤ To handle after sales service issues and resolving them.

➤ To provide training & support to associate into various products like General Insurance, Mutual funds, Life Insurance, & Fixed Deposits.

- To Meet product wise volume target.

**Bajaj Allianz General Insurance Company Limited (Territory Manager)
From 2 March 2017 to till Date.**

- Job Role and Responsibilities.
- Recruitment of Agent.
- SalesPlanning and target setting for the agent.
- Sales team Formulating sales strategies for different products and achieving targets.
- Sales Recruitment and management of agency channel team members Training, motivating and development of team members

Future Generali India Life Insurance Company Limited (Assistant Sales Manager) From 3 August 2016 to 25 Feb 2017.

Job Role and Responsibilities.

- Recruitment of Agent.
- Sales Planning and target setting for the agent.
- Sales team Formulating sales strategies for different products and achieving targets.
- Sales Recruitment and management of agency channel team members Training, motivating and development of team members.

Ujjivan Financial Servises Private Limited (Loan Officer) From 24 Nov 2014 To 30 June 2015.

- 1) Marketing and Promotion of company product for specified Region.
- 2) Data Gathering from the business and house hold.
- 3) Analyze Cases in branch and prepare loan proposals.
- 4) Submit loan application to credit Analyst.
- 5) Source clients through Internal leads and external leads.
Achieve budget numbers.
- 6) Customer Identification, Lead generation, Business & Analysis, Verification, Loan proposal & disbursement, Collection & follow up on OD.
- 7) Pre Luc & Post Luc Verification.

**IGS (Indian Grameen Services) Promoted As a Field Supervisor from
Customer Service Representative From 17 Oct 2012 To 30 Sep 2014**

Indian Grameen Services (IGS) is a not profit company and is part of the BASIX Group of companies. The organization aims to provide livelihood and micro banking solutions including credit services to under privileged people in rural and urban areas.

Target segment:

IGS works with rural, urban and semi urban areas covering five sections of the communities of India:

- Small & marginal farmers
- Tribal
- Urban poor
- Women & Marginalized communities
- De-notified and nomadic tribes

Product and Services

Ratnakar Bank Ltd and IGS have collaborated to provide financial services under the Business correspondent model approved by the Reserve Bank of India. Under this model, IGS operates as the Business correspondent of the Ratnakar Bank Ltd.

RBL	IGS
Product design	Client origination
Loan Sanction	Client Servicing
Provision of on-lending funds	Loan disbursement Cash management
Technology infrastructure	Collection process
Monitoring and quality control	Monitoring

- Team Handling of 5 CSR
- CSR reporting system and attendance system
- Review And Target distribution
- Everyday reporting to DM
- Village survey & VIS records
- Village Meeting
- Group Meeting & info sharing
- Verify the loan proposals and KYC

- Household visit during the appraisal
- Before and after loan disbursement visit
- GRT and Appraisal of loan
- Disbursement Of loan
- Necessary entries in system for Disbursement
- Monitoring collection of repayment
- Monitoring Deposition of the repayment in Bank
- After loan disbursement surprise visit to Group/ center
- Loan Utilization check
- Surprised visits to collection.
- Overdue analysis, follow –up and reporting to DM.

LG Electronics India Pvt Ltd. Ranjangaon.

Designation : Material Inward Executive.
Duration : Nov 2009 to Sep 2012

- Checking a purchase order, invoice prices, invoice amount, invoice verification.
 - Handling import and local material activity.
 - Reporting Daily 9 stores (PRF, PTV, PAC, PWM, PDD, PPD, PGM, PLC, PMT.)
 - Supplier follows up.
 - Working on ERP package Oracle
 - Working on VTS Software.
 - Making GRN receipt.
 - Managing all vendors.
 - Raising P.O.
 - Submission of the invoices with paper documentation to the account dept.
 - Working with Espm Department.
 - Daily working on Ms Word, Excel, PowerPoint.
- Maintaining daily MIS

EDUCATIONAL DETAILS

MBA : From Punjab Technical University.
PGDMTM : Post Graduate Diploma in Material Management.
BA : From YCM University
D Agri : From Mahatma Phule Krushi Vidyapeeth (MPKV), Rahuri
JCHNP : Jetking Certified Hardware & Networking Programme

APPLICATION PACKAGES

MS-Office 2007

PERSONAL DETAILS:

Name : **MR. RAHUL GULABRAO PATIL**

Languages Known : **English, Hindi, Marathi**

Date of Birth : **10th Jan 1985**

Sex : **Male**

Marital Status : **Married**

Contact No. : **9028950206**

Nationality : **Indian**

Hobbies : **Playing Cricket, Dancing, Traveling**

Email ID : **rahulgpatil.2009@gmail.com**

Permanent Address : **Milind Housing Society, Near Baneshwar Temple,
Shahunagar, Kedgaon Devi,
Ahmednagar 414 001**

DECLARATION:

**I hereby declare that the information furnished above is true to the best of
My knowledge.**

Date :

Place : **(Rahul G Patil)**