

**YOGESH M. DABARE**

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**OBJECTIVE**

Intend to build a career with leading corporate of hi-tech environment with committed & dedicated people, which will help me to explore myself fully and realize my potential. Willing to work as a key player in challenging & creative environment and a position to constantly learn, contribute and grow along with the organization.

**EXPERIENCE**

**ASSISTANT SALES MANAGER IN BAJAJ FINSERV FROM 2016 TO 2018 INDORE, MP**

Responsibilities :-

Match exceptions key result area (KRA) of organization of current Finance year  
Increases profitability with cross sale with business  
Relationship with support to increased finance business in consumer durable product in retail chain  
Manage multitasking in various parameter which are beneficial for business and organization

Maximum use manpower to utilized them for growth business and responsible for tracking and task

**SALES MANAGER IN BAJAJ FINSERV FROM 2018 to MAY 2020 PUNE, MH**

Responsible for activating and managing the consumer Durable product  
Acquisition and empanelment of new vendors across the city in order to increasedistribution.  
Training & managing off-roll staff.  
Responsible for maintaining vendor relationships for driving business whilemaintaining banking standards.  
Interacting with vendors /operations /credit to ensure target delivery.  
Responsible for cross sell of other commercials with consumer loans.  
Responsible for maintaining interest-based revenue, processing fee-based revenue,card revenue and cross sell revenue.  
Understanding competitor's product offering in market and educating the sales teamfor higher penetration  
Capping delinquency by building good portfolio quality.  
Monitoring fraud trends and working closely with risk team to ensure no gaps.  
Working with collections team as and when required in order to close delinquent portfolios

**TERRIORTY SALES MANAGER IN IDFC FIRST BANK FROM MAY 2020 TO NOV 2021 Nagpur,MH**

**Responsibilities: -**

Lead the team in senior management and increased the Business volume  
Responsibilities to Achieve the Key result area and compliance of business  
Utilized the Maximum manpower and end to end system and profiles training, manage and motivate team and team leader for maximum result  
Responsible for to maintain Business compliance and strategy  
Responsible for maintaining interest-based revenue, processing fee-based revenue, card revenue and cross sell revenue.  
Understanding competitor's product offering in market and educating the sales team for higher penetration

### **AREA SALES MANAGER IN BAJAJFINSERV FROM DEC 2021 TO PRESENT**

#### **Responsibilities:-**

Managing BFL group health Insurance product portfolio for rest of Maharashtra and Chhattisgarh  
Responsibilities to achieve the target and set a new location for business portfolio  
Manage Portfolio of compliance and collection on sourcing  
Handling the sales manager of multiple location  
Keep monitoring business partner wise volume

#### **EDUCATION:-**

BACHELOR OF COMMERCE in second division yashwantrao chavan open university nashik 2014  
Corporate Diploma in Business management from NMIMS COLLEGE MUMBAI 2020  
HSSC Passed in second Division from vishwas Junior College, Nagpur in 2008.  
SSC Passed in second Division from prashant High School, Nagpur in 2006.

#### **COMPUTER SKILLS**

Microsoft Office (Word, Excel, Outlook, PPT), Salesforce & Internet access.

#### **KEY STRENGTHS**

Self-Motivated, Self achieving Adaptability and Openness to ideas, and positive attitude with Strong self-belief. Open minded with quick learning ability, Presentation qualities with good communication skills and ability to deliver the best.

#### **AREAS OF INTEREST**

PC games and Cricket, Latest Smartphones-Gadgets, Travelling Natural places. E commerce deals

#### **PERSONAL PROFILE**

Name	: Yogesh M Dabare
Date of Birth	: 19-11-1990.
Father's name	: Madhav M Dabare
Sex	: Male
Marital Status	: Single
Languages Known	: English, Hindi and Marathi.
Nationality	: Indian

**DECLARATION**

I consider myself familiar with all the Aspects. I am also confident of my ability to work in a team. I do hereby declare that the information furnished above is true to the best of my Knowledge.

**Place : Nagpur, India****Yogesh Dabare**