



CONTACT



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Mani Prasad Nivas,
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SKILLS

- Team Work
- Time Management
- Leadership
- Verbal & Written Communication

LANGUAGE

- English
- Malayalam
- Tamil
- Hindi

MANIKANDAN.B

PROFESSIONAL PROFILE

- Sales Professional with over 8 years of experience in Business development, team handling, sales management and administration in Banking and Service.
- Experienced Sales and Operational personnel with Customer centric approach

WORK EXPERIENCE

AREA MANAGER - DHANALAKSHMI HIRE PURCHASE & LEASING LTD (NBFC) MAY 2023 - PRESENT

- Lead a team of 16 sales representatives,Achieving a 15% increase in sales revenue within the first year
- Developed and implemented effective sales strategies, resulting in a 25% growth in market share
- Conducted regular performance evaluations, providing coaching and training to improve sales team's productivity and overall performance
- Manage daily operations of branch office to meet business goals.
- Supervise and guide a team of professionals to maximize revenue, Develop safe and positive work environment for staffs.
- Ensure customer satisfaction by delivering timely and quality services.
- Develop strong working relationship with potential clients for new business opportunities within the assigned area
- Develop marketing plans to achieve sales target and increase brand visibility within the assigned area.
- Organize regular meetings with management to discuss about business updates, issues and opportunities.
- Train staffs on daily responsibilities, brand promotion and customer service activities.
- Train staff to deliver high-level customer service,resulting in a 20% increase in sales

ACHIEVEMENTS

- **Award of appreciation for June jubiliante Life insurance contest (June 2022)**
- **Award of appreciation for Stupendous performance in branch banking medal of honour (July -sep 2022)**
- **Medal of honour award for Stupendous performance in Life insurance (Aug 2022)**
- **Award of appreciation for Qualifying SAPNAWALA SEPTEMBERLife insurance contest (Sep 2022)**
- **Award of appreciation for Topper Performance in Synergy Business - Q1 FY 2022-23**

KEY ACCOUNTS MANAGER - INDUSIND BANK

SEP 2021 - DEC 2022

- Serve a designated portfolio of accounts in the Retail Banking business segment.
- Develop the portfolio by prospecting new clients, cross selling and offering suitable retail banking services to existing customers
- Achieve various individual business targets and contribute to the performance of the team.
- Guidance in handling difficult or complex problems or in resolving escalated complaints or disputes.
- Ensure customer satisfaction by delivering timely and quality services.
- Builds trusted client relationships, leading to greater satisfaction. Happy customers share those experiences and recommend you to other potential customers
- Identifying high-value clients and developing strategies to build relationships with them.
- Researching market trends and generating more sales. Preparing and presenting regular reports to internal and external stakeholders.
- Developing long-term strategies for client retention and making plans to implement them.

BRANCH MANAGER - HDFC LIFE

JAN 2021 - AUG 2021

- Direct all operational aspects including distribution operations, customer service, human resources, administration and sales
- Assess local market conditions and identify current and prospective sales opportunities
- Develop forecasts, financial objectives and business plans
- Meet goals and metrics
- Manage budget and allocate funds appropriately
- Bring out the best of branch's personnel by providing training, coaching, development and motivation
- Locate areas of improvement and propose corrective actions that meet challenges and leverage growth opportunities
- Address customer and employee satisfaction issues promptly
- Adhere to high ethical standards, and comply with all regulations/applicable laws
- Network to improve the presence and reputation of the branch and company
- Stay abreast of competing markets and provide reports on market movement and penetration

EDUCATIONAL QUALIFICATION

- **MASTER OF BUSINESS
ADMINISTRATION**
(LOGISTICS & SUPPLY CHAIN
MANAGEMENT)

COMPUTER KNOWLEDGE

- **WINDOWS**
- **MS OFFICE**
- **FINNACLE**
- **TALLY**
- **PEACHTREE,**
- **QUICK BOOKS,**

ACHIEVEMENTS

- **Awarded with HOM (Hero of
the Moment -Pan India) for
outstanding performance in
2019**
- **ACE winner for best Sales
Manager & Cluster**
- **Hall of achiever's winner for
insurance cross selling for
more than 9 months.**
- **Winner of Prestigious
Lakshya Contest of
organisation (Europe trip)
and 2 other foreign trips.**

MANAGER - BAJAJ FINSERV

MAR 2018 - JAN 2021

- Responsible for Personal Loans Cross sell business -North Kerala region,
- Setting up and implementing Sales processes and strategies, Training and Development of Salesforce.
- Enhance sales team productivity and capture business growth YOY.
- Manage quality of business and persistency of repayments by tracking and supporting collection counterparts.
- Maintaining and submitting necessary MIS required.

SALES & ADMINISTRATION OFFICER -DOUBLE HORSE

OCT 2015 - FEB 2018

- Office administration, Payroll administration.
- Developing and implementing outside of Kerala sales and contests.
- Maintains store staff job results by coaching, counseling, and disciplining employees; planning, monitoring, and appraising job results..
- Negotiations with suppliers and other duties assigned.

DECLARATION

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

REFERENCES

1. **DEEPAK KULANGARA**
Branch Head-Indusind Bank
PH - +91-995212169
2. **KIRAN RAJ**
Area Manager - Bajaj Finserv
PH - +91-9037374459

DATE :
PLACE :

MANIKANDAN B