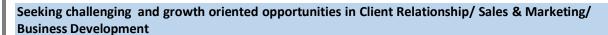
# SANJAY BACHOMAL JESWANI

Mobile: +91-9004369005 ~ +91-7208783314 ~ Email: sanjayjeswani241285@gmail.com





### **PROFILE & STRENGTHS**

- → A dynamic & result-oriented professional with over 9 years of experience across Sales & Marketing, Customer Service and Operations Management.
- → Deft at applying innovative sales strategies to ensure deeper penetration, customer loyalty and brand presence.
- **○** Exposure in identifying and adopting emerging trends & addressing industry requirements to achieve organizational objectives.
- Contributing to the success by managing, reviewing and undertaking appropriate sales & marketing strategies, new customer development and brand awareness programs for enhancing the visibility of the products.
- ➡ Excellent analytical and detail oriented in approach with strong ability to adapt and handle risk operating outside comfort zone.

# **CORE COMPETENCIES**

Operations Management
Business Development
Market Research & Analysis
Accountant & Internal
Audit
Team Management

### **KEY RESULT AREAS**

# **Profile Summary**

- Proficient in working with accounts payable, accounts receivable, and payroll.
- Excellent in processing incoming payments b check credit card and EFT.
- Skilled in developing, implementing and maintaining internal audit polices and procedures in accordance with the local and international best practice.

## **Operations Management:**

- Conceptualizing and implementing competent strategies with a view for penetrating the new accounts and expand existing ones for a wide range of banking products/ services.
- Promoting the sales of banking products through recruiting Agents Direct Sales Associates / Channel Partners from various segments of the society and training them in product knowledge.

# Sales & Marketing/ Business Development:

- Identifying prospective business, establishing strategic partnership & alliances, generating business from the existing accounts and achieving profitability & increased sales growth.
- Taking adequate measures for maintaining balance between the available funds and the requirement, meeting pre-set revenue/ profitability norms.
- Generating profitability through loan business so as to achieve the sales targets.

### **CAREER CONTOUR**

# Jan 2022 to Oct 2023 Was Working with B5 Plus Ltd as a Assistant Branch Manager (West Africa Ghana)

- Lead team of 20 direct reports to manage various task associated with transaction management
- Development & implement policies & procedure to maintain compliance with regulatory financial services standards
- Source appropriate partners for clients as per their business requirment and vision
- Managed GHC 1.5 M line of credit in clients investment account portfolio
- Processed twice weekly check runs & prepared manual checks when needed
- Reconcile vendor statements
- Prepared and processed customer invoices & statements

# Mar 2015 - Dec 2021 with Shiv Sagar Developers & Builders, Mumbai as Accountant & Internal Auditor

- Collecting and Verify Invoices, bills, and checks by performing per-audits to ensure both accuracy appropriateness prior to payment.
- Corresponds with vendors, maintains updated and vendor profiles, and process vendor checks.
- Maintain files and documentations thoroughly and accurately, in accordance with company policy and accepted accounting practical's.

- Perform financial and operational audits and accordance with internal audit program.
- Report audit findings and recommendation to the appropriate management base on the result of regularly schedule audits.
- Perform other duties as required consistent with the goals objective and responsibilities of internal audit department.

# Dec 2013 – Jan 2015 with HDFC Bank Ltd., Mumbai as Assistant Manager – Retail Branch Banking Accountabilities

- Handled a portfolio of classic customer and ensured account opening and closing procedures for current account, savings account and Fixed deposits.
- Handled the sales of products such as Savings Accounts, Demat Accounts, NRE Accounts, NRO Accounts, Fixed Deposits, Mutual Fund, Insurance, Home Loans, Personal Loans and Credit Cards.
- Ensured that all banking and investment transactions are done through the online portal/ Net Banking to reduce the volume of banking and investment queries.

#### Highlights

- Achieved first rank in the cluster In terms of LI Business during Oct

   Dec 2014.
- Bagged the Gold Medal in terms of Life Insurance.
- Received appreciation from CH & RH In Terms of Saving Accounts (26 a/c in 1 Month "March 2014").

# Feb 2012 – Sep 2013 with ING Vysya Bank, Mumbai as Customer Care Manager – Retail Branch Banking

#### **Accountabilities**

- Handled cash transaction of branch including RTGS & NEFT.
- Developed business for products such as Savings Accounts, Demat Accounts, NRE Accounts, NRO Accounts, Fixed Deposits, Mutual Fund, Insurance, Home Loans, Personal Loans and Credit Cards.
- Tapped the In house customers of different banking verticals like Liabilities and Loans.
- Ensured that all banking and investment transactions are done through online portal/ Net Banking to reduce the volume of banking and investment queries.

### CERTIFICATIONS

- Complete the IRDAI Certificate in Life Insurance
- Complete the IRDAI Certificate in General Insurance
- Completed Certified Diploma course in Computer Operation (DOS, Windows, Word, Excel ( V look up & H look up & Macros ) PowerPoint & Internet).
- Typing knowledge [30 & 40 W.P.M in English and 30 W.P.M in Marathi].

#### **ACADEMIC CREDENTIALS**

2012 PGPCM (Capita Market) from Times Business School
 2010 PGDBA (Finance) from Wellingkar Insitute of Management

2007 B.Com. from R.K.T College, Mumbai

# **PERSONAL DOSSIER**

**Date of Birth:** 24<sup>th</sup> December 1985

Address: Om Sai tower, B- Wing, 503, 5<sup>th</sup> Floor, Opposite Dipti Sky City, Old Ambernath Gaon, Ambernath – E,

PIN - 421501

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