

SANJAY BACHOMAL JESWANI

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Seeking challenging and growth oriented opportunities in Client Relationship/ Sales & Marketing/ Business Development

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 th December 1985
Address:	Om Sai tower, B- Wing, 503, 5 th Floor, Opposite Dipti Sky City, Old Ambernath Gaon, Ambernath – E, PIN – 421501
Languages Known:	English, Hindi, Marathi and Sindhi