
SUJITH SASI

Email: sujithanchal@gmail.com

Mobile: +91- 9809993330



SEEKING A RESPONSIBLE ASSIGNMENT IN BRANCH ADMINISTRATION AND SALES TEAM MANAGEMENT

CAREER PROFILE

More than 17 years of vast experience as a marketing professional with strong ambitions in the field of sales and sales team management. Master of Commerce graduate from University of Kerala with expertise in the field of Branch management, Branch operations, Sales team management, business development, strategic planning and customer relationship management. Demonstrated history of working in Banking, Finance, Education and Telecom Industry.

WORK EXPERIENCE

MUTHOOT VEHICLE & ASSET FINANCE LTD

Designation: Branch Manager - July 2019 to August 2021.

Report to: AGM.

Muthoot Vehicle and Asset Finance Ltd. (MVFL), is the Vehicle and Asset Finance Division of The Muthoot Group. The Company was incorporated in 1992 as Muthoot Leasing and Finance Ltd. In the year 2008, the name of the Company was formally changed to Muthoot Vehicle and Asset Finance Ltd.

Responsibilities: - Manage and supervise the day to day operations of the branch including customer service, operations, administration, sales and collections.

SALES TEAM MANAGEMENT

- Hiring, training and managing a team of sales executives for achieving the monthly loan disbursement targets assigned from the HO.
- Supervise to maintain a quality portfolio of the adherence to credit norms of customer selection and collection of pre and post loan sanction documents as per the norms.
- Building and managing relationship with the dealerships, business associates, DSA and channel partners.
- Supervising the process and documentation complaints, FI, Agreement execution and credit approval to ensure quick disbursement of loans and minimal TAT.

COLLECTION TEAM MANAGEMENT

- Hiring, training and managing a team of collection executives, collection agency, recovery executives to collect the outstanding collections and recovery of outstanding debts.
- Track and control the delinquency of the area (Bucket wise) and focus on nonstarters and infant accounts.
- Supervise and closely work with the hardcore collection team to ensure that the NPAs are kept in assigned budget and active efforts are made to minimize it.
- Repossession of the hypothecated assets in coordination with the legal team.

KITES TRAINING ACADEMY

Designation: **Center Head** - April 2016 to June 2019.

Report to: Managing Director.

The Management of Kites Training Academy having more than a decade of experience in employability service has been stepping up in conducting employability training programme especially in the most glamorous and high salaried sectors such as Aviation and hospitality. Kites has put up in-depth study and research to prepare curriculum for the training of aspiring young students to be employable in short period of time for their dream job keeping the training costs economical.

Responsibilities:

- Handling and maintaining the center as well as supervising day today activities.
- Would be responsible for batch scheduling
- Overall responsibility of the center profitability, revenue generation based on student enrollments, implementation of system process, people management and MIS
- Managing the overall functions of the branch like training placement sales accounts and administrative
- Accountable to achieve the Bottom Line and the top line and provide leadership to the center
- Manage development and implementation of all sales/marketing strategies

GENIUS GROUP GLOBAL

IIMTS (International Institute Of Management and Technology Studies

Designation: **Center Head** - May 2014 to March 2016.

Report to: Regional Manager.

Genius Group Global is a Multinational Organization , Head-Quartered in Dubai(UAE), with offices in USA,UK,GCC(UAE, Oman, Qatar, Kuwait, Bahrain, KSA) and in India, with business in verticals such as Education , Attestation & Appostille, Management Consultancy Services , Infrastructure Development and Material Banking. IIMTS (International Institute of Management & Technology Studies) is a Genius Group Global initiative, IIMTS is a worldclass institute provides Management and Technical Programs of many universities, In India IIMTS offering Distance Education MBA Program of Mahatma Gandhi University (MGU).

Responsibilities:

- Responsible for sales, Training, accounts and administrative work at centre level
- Achieving monthly Branch targets set by Head office
- Handling team of Sales Executive & Academic Counselors
- Plan and assign duties and direct staff accordingly
- Manage development and implementation of all sales/marketing strategies
- Recruit and Train New Employees

Max Life Insurance Co Ltd

Designation: **Agency Development Manager** (November 2010 to May 2014)

Report to: Branch Manager

Maxlife Life Insurance Co is one of India's respected long-term life insurance solution providers offering a range of individual and group insurance solutions that meet various customer needs such as Protection , Pension, Savings & Investment, Health along with Children's and Women Plans.

Responsibilities:

- Agent Advisor Recruitment – Develop various sources of agent hiring & build team of agent pipe line
- Development of Agent Advisor prospecting habits, calling habits and work habits, work with them on planning and reviewing of activities and goals
- Meet Business Target – Achievement of monthly, quarterly & yearly business plan , improve Agent Advisors productivity & persistency
- Support the team in customer meeting and product presentation,
- Update the team in company products and services
- Motivate the team with company rewards and recognition

ICFAI University

Designation: **Team Leader** (May 2007 to November 2010)

Report to: Branch Manager

The ICFAI University Tripura was established in 2004, having branches in all major cities in India. The university offers Bachelor, Master and doctoral programs in Management Finance science and Technology etc

Responsibilities:

- Achieving Quarterly Team targets
- Handling team of Sales Executives
- Conducting presentation in various corporate for generating leads
- Prepare prospects list, fix appointments and meet clients,
- Promoting University Programs like MBA, CFA, BBA etc.

Reliance Communication

Designation: **Team Leader** (February 2004 to April 2007)

Report to: Branch Manager

Reliance Communication is India's foremost and truly integrated telecommunication provider. Reliance communication encompasses a complete range of telecom services covering mobile and fixed line

Responsibilities:

- Achieving Monthly targets through team of sales executives
- Promoting postpaid mobile, land phone and data card etc.
- Maintain relationship with the existing customers and support them in service.

Education

MCOM from University Of Kerala, Year of Passing: April 2002

Main Subjects: Finance

BCOM from University Of Kerala, Year of Passing: April 1999

Main Subjects: Accounting.

PDC from University Of Kerala, Year of Passing: April 1995

SSLC from Board of Public Exam, Year of Passing: March 1993

COMPUTER SKILLS- MS-Office (Word, Excel, Power Point)

Personal Information

Date of Birth 20th May 1978

District Kollam

Marital Status Single

References: To be provided upon request
