

RESUME



RAGHVENDRA TIWARI

E-mail ID: raghav.tiwari55@yahoo.com

Contact # 70600-60909

Address: Okhla Village SunderWala Raipur Road **Dehradun 248008.**

OBJECTIVE

Competent and result-oriented Sales & Marketing professional with 9 years of work experience in the Banking, Fin-Tech Sector, seeking a leadership position where in, I can effectively utilize my expertise for the growth of the organization, as well as, for the growth, of my career.

PROFESSIONAL CHRONICLE

(A) Work Experience: Worked as a Key Accounts Manager with L&T Finance Delhi for their personal Loan Division.

L&T Finance Company Profile: L&T Finance is one of India's most valued and fastest-growing NBFC offers a diverse range of financial products and services in Rural, Housing and Infrastructure finance sectors

Responsibilities as Key Accounts Manager: From Dec 2022 to Nov 2023

- ❖ As a key accounts Manager to set up the meeting & partnership with potential aggregator platforms and local DSA to increase the penetration to maximize the leads to boost up the personal loan business for the company.
- ❖ To drive sales and ensure business targets are achieved.
- ❖ Aggressively drive the sales numbers and achieve the business targets for Retail loan products and through cross selling while continuing to enhance and upgrade the client relationships.
- ❖ Retain and expand the company's base of customers for retail loan product so as to ensure repeat business or referrals.
- ❖ To keep a momentum of the training, seminars with DSA and its partner's associates to align them with banking process and ask them to follow the RBI guidelines & policies of the company.
- ❖ Maximize sales through a network and relationships to ensure strong business.
- ❖ Develop and maintain strong liaisons with the clients for repeat business or referrals.
- ❖ Ensure the files are processed from login stage to disbursement and liaise with internal departments (Operations and Credit) for completion.

- ❖ Align with the team on ground for lead generation activities for Sales.
- ❖ Understanding & marketing research of the competition / process and products available in the markets to provide positive feedback to the “central product and policy team” to stay ahead in the market.
- ❖ Ensure follow the compliance to all Audit / RBI regulations as well as processes, policies and reports as per company designed systems.
- ❖ As a KAM, responsible to provide any kind of resolution to internal or external stake-holders.

(B) Previous Work-Experience: Gajju Technologies Pvt Ltd (“Financepeer”now Leo1)Fintech.

Company Profile - Financepeer is a Google Incubated company and online P2P aggregator platform to provide the leads to boost up the personal loan business. Financepeer is exclusively working with the educational tie-ups to boost up the personal loan business on ZERO COST EMI model.

Worked as ZONAL HEAD – NORTH -INDIA From Nov 2019 to Dec 2022 (3 Years & 2Months)

Key Responsibilities as a ZH -North

- Manage overall business expansion with the acquisition and partnership with the educational institutes across north India.
- Increase brand penetration and expansion in new and existing markets through the BD team& aligned the business in the direction to make the revenue for the company.
- Hiring & training of new BDMs, who can contribute to the business expansion actively.
- Structure the targets for each BDMs and ensure the targets for new onboarding of schools/ colleges/ Universities / Coaching’s/ EdTech partnership are met in the region.
- Helping the BDMs in legal & compliance issues and get it approved for signing.
- Extensive traveling & meeting with the Institutes owners or decision-making authority to negotiate and get into the commercial agreements to crack the deal.
- Upsell the other financial products of the company to increase the revenue like ERP, student-cards, online courses for ed-tech partners.
- Ensure all BDMs are motivated to achieve the monthly target to get the maximum partnership.
- Meeting with existing institute-partners to re-activate the business and kindle the relationship.
- Building & Maintaining relationships with key stakeholders of the education industry and liaising with them for networking.
- Participation in events, webinars, press conferences, local events to increase the visibility of the Brand.
- Develop and update new innovative strategies to build the partnership with Educational Institutes.
- Coordination with Sales, Operation, credit & tech team for entire end-to-end smooth processing.
- Handling all grievances, escalation, inside/outside and resolve them, with-in the TAT.

ACHIEVEMENT IN FINANCEPEER

- ❖ Took two promotions in last 2.5 years. (Regional Head & Zonal Head)
- ❖ Received many certificates and rewards & recognition by company for achieving different level of targets.

Leadership Qualities:

- ☞ Self-starter with a high sense of ownership - Comfortable to work without any supervision and manage the entire business portfolio.
- ☞ Ability to drive sales and closures - Have the capability to do standalone meetings with the institute management and drive to close the sales.
- ☞ Hungry to learn and grow - Passion to learn & be a better version of oneself; motivated to succeed.
- ☞ Bias for action - Have the temperament to experiment and execute in uncertainty.
- ☞ Hustler - Ability to generate resources to solve a problem.
- ☞ Intellectual honesty - Always seeking and presenting truth irrespective of personal POV or beliefs.
- ☞ Mission-oriented - Deeply care about delivering value and making an impact on customer lives.
- ☞ Entrepreneurial mindset - The ability to be able to crack institute deals independently and work to get tangible result without any supervision.
- ☞ Very Strong network with Existing Institute Partners to build the portfolios.

(C) Previous Experience as Deputy Divisional Manger (From Oct 2014 to March 2019)

COMPANY PROFILE: Grolier is a wholly owned subsidiary of SCHOLASTIC INC, the world's largest book publisher & distributor of K12 segment. Grolier is public listed company on NASDAQ with an annual sales turnover of over US\$2 billion and a boosting operation of over 10,000 employees.

5 years of work-ex with Grolier International Pvt. Ltd. as Deputy Divisional Manager to develop the sales for the organization in the education field on national level.

- As DDM it was important to work with a team which includes recruitment, training & managing to achieve the sales-target for the company.
- Personal sales responsibilities include prospecting, counseling, demo for the company's products and services to schools and colleges.
- Demo & presentation of products, understand client's requirement, pitch for required education material, convincing and closing the sales.
- Cross sales and marketing with Schools/ Colleges to get the B2B deals also.
- The job required multiple tasks making calls for follow up, creating leads with different sources, fixing appointments, generating footfalls, demonstration of the products and closing subscription of company's products.
- Participating in big events like Delhi book Fair / Trade fair and other big events in different states to get more revenue.
- Conducting ATL and BTL activities to generate fresh leads to pump the sales.
- Co-ordinating with company's different department to fulfill the purchase order raised by clients.

ACADEMICS:

1. Completed PGDM Executive from IMT CDL Ghaziabad in 1st division.
Waiting for marksheet and degree. (Year of passing will be 2024)
2. Graduation (B.com) 2011 from Delhi University
3. Diploma in Finance & accounts from IGNOU in association of Accenture.

Senior secondary

UP BOARD 2001 from Dehra Doon in 2nd division

Higher Secondary

UP board 1999 from Dehra Doon.in 1st division.

Personal Details

1	Date of Birth	01/01/1983
2	Language Proficiency	English / Hindi
3	Marital Status	Married
4	References	Available on Request
5	Notice Period	Immediate Joiner

Place: Dehradun

Raghvendra Tiwari