

Sujit Panage

Mobile No :- +91 9673177692 , Email ID :- s.panage94@gmail.com

PROFESSIONAL INFORMATION

I am an Area Manager with strong interpersonal skills, analytical skills, and motivation to help businesses achieve and sustain the desired targets. With 6 years of qualitative experience in banking and NBFC.

CORE SKILLS

- Analytical ability
- Public relation
- Coaching and mentoring

CAREER SUMMARY

Organization - TVS Credit Services Ltd

Designation - Area Manager

Duration - August '20 - Present

Key responsibilities:

- Ensure recruitment, development, and grooming of sales teams based out in 17 districts in Maharashtra (Regions - Nagpur & Aurangabad) with Kolhapur handled for a period of 6 months as a added responsibility
- Diligently and accurately handling a portfolio of 25,674 Cases of collections across territory
- Ensure adherence to policies, procedures, processes, and other regulatory requirements while conducting collections in the of loans through the team of 10 Territory Managers, 24 Territory Collection Managers and 2 Area Collection Managers
- Plan and implement sales and marketing activities in order to grow the loan businesses
- Creation of process to ensure the symbiotic relationship between departments and teams
- Conducting market research and analyzing data to look for business development opportunities through new tie-ups and strategic alliance
- Maintaining and harnessing relations with over 1,890 dealers across the territory
- Ensure location targets are met and look after the dealers / sub-dealers in all aspects (achieving the target, attitude, discipline, compliance, product knowledge of the company & competitors)

Key achievements:

- Best ATS in pan India for FY 2021-2022
- Awarded with the Super Manager award for exceptional performance in Sales - Consumer Durables during the period of April to September 2021
- Silver Icon Award - An award issued by the COO of TVS for Sales in FY 2020-21
- Topped the 3rd Qtr target vs achievement at national level
- Award for the manager with the highest productivity of Field Officers

Organization- TVS Credit Services Ltd

Designation - Territory Manager

Duration - April'19 - August '20

Key Responsibilities:

- Tracking performances to develop and implement strategies to achieve sales targets
- Maintain and timely analyze the dealer portfolio to ensure a balance of P&L of the territory
- Improvement in cross-selling for increased revenue generation of the territory
- Training the FO's and the Dealers & promoters about the upgraded policy changes to ensure adherence
- Devising market penetration strategies and on-boarding of dealers in the territory
- Assisting through collaboration with collection team to ensure improvised recovery
- Maintaining good cross-functional relations between departments

Key Achievements -

- Better relationship with OEM for increased business (Samsung, Panasonic, Haier, etc.)
- Won - Icon Silver award for exceptional performance in sales
- Excelled by achieving collection targets in JFM 2020
- Oversaw the rise of Kolhapur territory from a low performing territory to a Top 3 territory

Organization - Jana Small Finance Bank Ltd.

Designation – Branch Head.

Duration - Aug'16 - Mar'19

Key Responsibilities

- Responsible for operations of the branch activities such as sourcing, collection, cash management, and disbursements
- Developing and implementing of sales plan
- Actively monitor the sales team and aid the achievement of sales target through cross-selling
- Ensuring the adherence to the company policies of the reporting team
- Handling Portfolio of Four thousand customers with a value of approximately 6 Cr

Key Achievements:

- Took each of the branches managed to the top 3 in the region
- Helped in the development and grooming of reporting team
- Assisted in the planning and launch of Gold loan as a product in the Pune city
- Introduced processes that helped sustain the sales targets while improving on the collections

EDUCATION & QUALIFICATION

- MBA, Marketing from 2014-16 from Pune University - 65%
- BBM - International Business. from 2011-14 from Pune University - 57%
- HSC in 2011 from Maharashtra Board - 47%
- SSC in 2009 from Maharashtra Board - 81%