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Profile – Domain Expert DE465

Qualifications

Nov 2018-Certification from Dale Carnegie for completion of their Train the Trainer Programme.

June 2018- Certification from British Council to teach Spoken English.

May 1998- Masters in Management Studies (specializing in Finance)from M.E.T. Institute of Management Studies (Mumbai University)

May 1996- B.Com from R.A.Podar College of Commerce and Economics (Mumbai University)

Organisations Worked for

First Mile (as founder)

Yes Bank

Axis Bank

RAK Bank (UAE)

United Finance Company SAOG(Oman)

ICICI Ltd

Tata Capital

Base Location:

Mumbai, Maharashtra

#Years of Experience:

18 years

Domain Area:

Banking

Sub-Domain:

Small and Medium Business (SME) lending, People management

Please fill this in. This is for TC Use. We won't be publishing this.

Areas in which you seek engagement

Classroom training, Content writing, Consulting, Delete the rest

Engagement Status

Full Time Freelancer

Key highlights of your career

UAE (Dubai):

- ✓ Played a key role in shaping up the Business Banking Vertical for RAK Bank.
- ✓ Specifically, as Territory Head, I led initiatives to expand the SME lending business for RAK Bank in the Northern Emirates of Sharjah, Ajman, Ras Al Khaimah, and Fujairah and in the capital city of Abu Dhabi.

India

- ✓ As Zonal Sales and Relationship Head- West at Axis Bank, I played a key role in setting up business in Western India across the states of Maharashtra, Gujarat and Madhya Pradesh for the Emerging Enterprises Group (EEG) business unit.
- ✓ As National Head- Cross Sell at Yes Bank, I was instrumental in reviving and setting up a framework, for driving channel sales for their SME business, through their branch network.

Description of roles and responsibilities held over the years *(the last 10 years should be adequate)*

Organization : First Mile
Designation : Co Founder
Period : July 2018 till date

- ✓ I have delivered customised Sales Effectiveness Training programmes for professionals, who enrolled individually and were employed with reputed banks like Axis, Kotak, HDFC etc.
- ✓ I have offered a complete Sales Solution (Sales 360) to Larsen & Toubro Ltd, for their B2B Ecommerce initiative. Being a start-up, my mandate was to assist/advise them in setting up their business in Maharashtra right from team selection to skilling/training/on the job coaching/mentoring and guiding the team to a steady state of productivity.

Organization : Yes Bank
Designation : National Head Cross Sell- Business Banking
Period : September 2016 to January 2018

- ✓ This was a leadership role which entailed strategizing and driving Channel Sales of the Bank's SME business through their Branch Distribution network pan India.

Organization : Axis Bank
Designation : Zonal Sales and Relationship Head (West)- Emerging Enterprises Group
Period : May 2014 to September 2016

- ✓ Initially set up the EEG business across Maharashtra, Gujarat and MP. Later, as part of the region specific growth strategy, took up the role of Regional Sales Head for the Mumbai region.

Organization : Axis Bank
Designation : Sales Head (West)- Small Enterprises Group
Period : May 2012 to May 2016

- ✓ The role entailed devising a location specific strategy and driving the SEG business through a team of Sales and Relationship Managers operating at locations across Maharashtra, Gujarat and MP.

Organization : RAK Bank (UAE)
Designation : Territory Head- Business Banking
Period : January 2006 to May 2012

- ✓ As a Territory Head, I was responsible for driving sales across all Northern Emirates (viz Sharjah, Ajman, Umm Al Quain, Ras Al Khaimah and Fujairah) and the Emirate of Abu Dhabi.