



Salunkhe Vaibhav Vasudev

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Objective

Dedicated and experienced accounting professional with proven success managing finances for all commercial organizations and companies. Seeking an opportunity to use my experience and knowledge for the growth of our organization with I am working with my efforts.

Education

- Solapur University** 2019
Master's Business Administration (Finance and Marketing)
69.04
- Government Diploma In Co-operation and Accountancy Board Pune** 2016
Government Diploma In Co-operation and Accountancy
52.33
- Solapur University** 2016
Bachelor of Commerce
52.33
- Pune Board** 2012
Higher Secondary Certificate
59.33
- Pune Board** 2009
Secondary School Certificate
61.69

Experience

- IDFC FIRST BANK Ltd** Feb 2022 - Till date
Relationship Manager -LAP

The Relationship Manager (Retail Banking) performs a role focusing on client relationship management, including client acquisition, provision of personal financial advice and on-going servicing of retail clients. Identify sales opportunities. Direct operational activities on a day-to-day basis. Generate leads for new business and customers. Achieve business objectives and targets through customer acquisition & satisfaction. Channel Management- To develop and expand the existing channel network.

- *Client Acquisition and Retention***: Identify new business opportunities, build relationships, and maintain existing client relationships to drive revenue growth.
- *Needs Assessment***: Understand clients' needs, goals, and challenges to offer tailored solutions and services.
- *Solution Development***: Collaborate with internal teams (e.g., sales, product, and marketing) to develop and propose customized solutions that meet clients' needs.
- *Communication and Reporting***: Regularly communicate with clients, providing updates on solution implementation, progress, and results. Prepare and present reports to clients and internal stakeholders.
- *Issue Resolution***: Troubleshoot and resolve client complaints, concerns, or issues in a timely and professional manner.
- *Upselling and Cross-Selling***: Identify opportunities to upsell or cross-sell services to existing clients, increasing revenue and deepening relationships.
- *Market Intelligence***: Gather and share market insights, competitor analysis, and industry trends to inform business strategies and improve client relationships.

- Mag Finserve Co Ltd** August 2021 - January 2022
Customer Care Executive
Customer Care Executive
To ensure the all entries are correctly done into system.
Check the ornaments details are right and ensure for the correct rate of gold for making loan. Auditing gold to ensure

ornaments value.

To make sure the customer services is satisfactory to get back customer at the branch. Providing details to the HO and concern team about the gold loan and the procedure.

To makes gold loan done with the staff to makes sure work is done within time.

Day end procedure of making vouchers and customers signature and forms as per companies policy and procedures.

- **Lokmanya Multipurpose Co Op Society**

December 2020 - July 2021

Accounts Assistant

Accounts Assistant

Daily Sales CRM Updates

Updating of Ledgers reconciliation on daily and weekly basis. Cash Handling.

Updating book on Daily basis [Vouchering, Posting and their Supervision]. Bank Payments and Receipts,

Planning payments, Handling Invoicing Receivables and Payables

Payroll Management and implementation Fixed Asset Management and Supervision, Preparation of Financial reports

Management and Audit Reports.

TDS

Taxation: Direct and Indirect Taxes GST

- **ICICI Bank Ltd**

August 2019 - February 2020

Assistant Manager

Job Responsibilities:-

Relationship building with cross selling of Bank Products(Gold, Insurance, Saving A/c , Current A/c, FDR?s other fee Income products)

Customer Handling, Cash handling, Clearing, Familiar with Finance of day to day Banking Operations

Import\Export related requests processing, Salary processing, furnish Internal audit.

Servicing the requests of Customers

Managing relationship with the ?Managed Account? holders with a view to enhance CASA, manage retention, and add more family members to this group of managed accounts as well as increasing the product holding of these customers

Products to be handled: Branch Banking Liability Products(Investment?s,Gold, Saving Accounts, Current A/c, Gold, Forex, Fixed Deposits, RD and other fee income products), Bank Asset product (Farm Equipments Loan"s, Farmer Finance, Rural Housing Loan, Credit Franchises, Rural Education loan, Auto loans).

Skills

- MS Office
- MS word
- MS Excel
- MS-CIT
- Operations and Maintaining reports
- Administration team management
- MIS maintenance.
- Accounting Finance Leadership Leading teams to achieve targets of our event. DECT Diploma Education in Computer Teacher

Interests

- Finance
- Investment advisor
- Administration
- Motivater
- Operations

Projects

- **A Study On Credit and Recovery Management with the special refrence to Hindustan Coca-Cola Beverage Pvt Ltd Wada Plant Mumbai**

I have done my project in finance, of credit department to know and understand how organizations works for the CREDIT AND RECOVERY MANAGEMENT at large scale at manufacturing plant.

I have acquired knowledge of as below: Book keeping,

Trail balance.,

Balance Sheet,

Profit and Loss Account,

Preparing of daily reports,

Languages

- English
- Hindi
- Marathi

Achievements & Awards

- Grade Pramotion in one year as Senior Officer from Junior Officer.
- I am promoted as a Relationship Manager from Senior manger with in 2 years complete in IDFC FIRST BANK Ltd

Activities

- TARDE-EXPO 2K19 In SVERI'S COLLEGE OF ENGINEERING PANDHARPUR To enhance product and giving the platform for the new startup business and newly introduced product in the market. After completion of TRADE-EXPO 2K19 I have managed finance department and maintains Profit and Loss Account Balance Sheet.

Personal Details

- Date of Birth : 22/07/1994
- Marital Status : Married
- Nationality : Indian



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