

## RESUME

Chetan Ganeshrao Zagade

Qualification: B.sc. (comp.sci)

Email- Chetan1.zagade@gmail.com

Mobile No: 8975300099

### ❖ Objective:

“I look forward to a dynamic career where I can make a significant contribution by leveraging my experience and ability. To build career with dynamic and professionally managed organization and to reflect high standards of performance making optimum use of my skills in any assignment given; thereby ensuring organizational and personal growth”

### ❖ Education Qualification :

Exam	Board / University	College	Year	Percentage
B.C.S.	BAMU Aurangabad	APEX IT College Majalgaon	2013-16	77%
H.S.C.	HSC Board Aurangabad	MCM College Majalgaon	2011-12	50.00%
S.S.C.	SSC Board Aurangabad	SGH School Domri, Beed	2008-09	64.76%

### ❖ Other Qualification:

- MS-CIT, Typing (Marathi, English --- 30)

### ❖ Strengths :

- Good planning.
- Team work.
- Friendly and considerate of others.
- Motivate others.

### Weaknesses :

- I am a straight forward person.
- I never leave my work until it completed and spending more time for work.

### ❖ Hobbies :

- Playing Computers Games. Bike Racing. Traveling.

*Work Experience ( Total 7.5 Years)*

HDB Financial Services

Dec 2023 to May 2025

**Territory Manager**

- ★ Products- Personal Loan / Gold Loan

Job Responsibilities:

- ★ Team Handling, Team Motivation, Team work, Team Productive.
- ★ Achieve monthly numbers and value targets of Personal Loan Products. Focus on Government Employee.
- ★ Liaise with the branch staff to aid business development, Responsible for the team performance and target achievement.
- ★ Carry out activities to achieve targets.
- ★ Coordination with branch banking other department for Personal Loan procedure.
- ★ Formulating the long term and short-term strategies as per need of Customer.
- ★ Building the culture of teamwork and grievance management.
- ★ Attending training programs to develop relevant knowledge and skills.

## BANDHAN BANK

(APR 2023 to Dec 2023)

### Branch Sales Manager

- ★ Products- Current Account / Saving Account / Life Insurance / SIP / GI / Demat Account / FD / RD/ GL / Cross

sale ★ Job Responsibilities:

- ★ Team Handling, Team Motivation, Team work, Team Productive.
- ★ Achieve numbers and value targets of Life Insurance Products.
- ★ Carry out activities to achieve targets of Saving Account / Current Account / Insurance / FD / RD GL.
- ★ Liaise with the branch staff to aid business development, Responsible for the team performance ad target achievement.
- ★ Carry out activities to achieve targets of Commercial Loan Also.
- ★ Coordination with credit for credit assessment.
- ★ Coordination with branch banking other department for Account Opening procedure.
- ★ Formulating the long term and short-term strategies as per need of Customer.
- ★ Coordination with Central OPS for disbursement and payment.
- ★ Building the culture of teamwork and grievance management.
- ★ Attending training programs to develop relevant knowledge and skills.

## IDFC FIRST BANK

(Feb 2021 to Apr 2023)

### Branch Relationship Manager

- ★ Products- Current Account / Saving Account / Life Insurance / SIP / GI / Demat Account / FD / RD/ GL / Cross

sale ★ Job Responsibilities:

- ★ Achieve numbers and value targets of Life Insurance Products.

- ★ Carry out activities to achieve targets of Saving Account / Current Account / Insurance / FD / RD/ GL.
- ★ Liaise with the branch staff to aid business development, Responsible for the team performance ad target achievement.
- ★ Carry out activities to achieve targets of Commercial Loan Also.
- ★ Coordination with credit for credit assessment.
- ★ Coordination with branch banking other department for Account Opening procedure.
- ★ Formulating the long term and short-term strategies as per need of Customer.
- ★ Coordination with Central OPS for disbursemen and payment.
- ★ Building the culture of teamwork and grievance management.
- ★ Attending training programs to develop relevant knowledge and skills.
- ★ *4 Time Best Employee Award Winning PAN INDIA.*

YES BANK LTD

(Mar 2019 to Sep 2020)

### **Branch Service Partner**

- ★ Products- Current Account / Saving Account / Life Insurance / SIP / GI / Demat Account / FD / RD/ GL / Cross

sale ★ Job Responsibilities:

- ★ Achieve numbers and value targets of Life Insurance Products.
- ★ Carry out activities to achieve targets of Saving Account / Current Account / Insurance / FD / RD /GL.
- ★ Liaise with the branch staff to aid business development, Responsible for the team performance ad target achievement.
- ★ Carry out activities to achieve targets of Commercial Loan Also.
- ★ Coordination with credit for credit assessment.
- ★ Coordination with branch banking other department for Account Opening procedure.

- ★ Formulating the long term and short-term strategies as per need of Customer.
- ★ Coordination with Central OPS for disbursement and payment.
- ★ Building the culture of teamwork and grievance management.
- ★ Attending training programs to develop relevant knowledge and skills.
- ★ Qualify RNR Contest.
- ★ Formulating the long term and short-term strategies as per need of Customer.
- ★ Building the culture of teamwork and grievance management.
- ★ Attending training programs to develop relevant knowledge and skills.

Axis Securities

(Feb 2017 to July 2018)

### **Sales Executive**

#### **Job Responsibilities:**

- Achieve targets of Personal Loan And Other Products.
- Generate new client
- Manage exiting customer
- Special services for customer..

#### ❖ Behavioral Qualities :

- Good conduct & Discipline
- Desire to develop, Achieve & Grow

#### ❖ Mini Projects:

To analysis the issues while working in team and suggest strategies to improve the team works at work place.

#### ❖ Skills:

Convincing power, Listening skills, Comprehensive problem solving, Ability to deal people diplomatically willingness to learn, Team facilitator, Motivational power.

❖ **Personal Details:**

Full Name : Chetan Ganeshrao Zagade

Address : Shree Krishna colony, Near Water Tank, Majalgaon

Tq.Majalgaon Dist. Beed -431131

Date Of Birth : 26<sup>th</sup> Nov 1993

Gender : Male

Marital Status: Married

Nationality : Indian

State : Maharashtra Blood Group

: O+

Mobile No : 8975300099

Email : Chetan1.zagade@gmail.com,

I hereby confirm that the information furnished by me is true to the best my belief and Conscience at the present scenario.

Place:

Date:

Chetan Ganeshrao Zagade