



ANAND KALORE

ABOUT

I hope to be at right place at the right time. I believe in a theory of logical decision, creativity in everything, help everyone and committed to surrounding environment.

WORK EXPERIENCE

Certifications

- Marketing in Analogue World by Coursera
- Digital Transformation by Coursera
- SQL Server Certification & Tableau Desktop Certification By Intellipaat

Skills

- Team Management
- Leadership
- Strategic Planning
- Sales & Risk Management
- Project & business Planning
- BFSI (Lending)
- Cross-functional coordination

Interests

- Riding Motorcycle
- Travelling
- Reading
- Cooking
- Volunteer Work - Social

Accomplishment

30 Founder Member in Consumer Durable at Mahindra Finance

Courses

Pursuing Data Analytics Certification
Start Date –October 2022

Get in Touch !

Mobile -
817 791 7888

Email -
kalore.anand@gmail.com

Address –
D2 – 502, Kunal Icon CHS,
Pimple Saudagar,
Pune - 411027

Sales Manager / Deputy Manager – Consumer Loan Business

Mahindra Finance | October 2019 to current – Pune – Average Team Size 20+

- Developed & launched the Consumer Durable Business in Thane for Mahindra Finance
- Collaborative approach across various departments, including the product team, operations team, alliance team, and IT team, to achieve the desired level of operational excellence necessary for the successful launch of this financial technology/product.
- Conducted comprehensive real-market testing of product functionality and processes using custom user group applications, resulting in a 30% reduction in user-reported bugs and a 15% increase in overall user satisfaction.
- Developing and sustaining a robust partnership with a SaaS vendor while efficiently addressing and reporting issues, to maximize the service value for the organization.
- I oversaw the process of enlisting and onboarding over 800+ new channels and partners, assessing them based on carefully crafted criteria that encompassed factors like risk assessment, growth potential, and reputation.
- Instituted and nurtured a B2B partnership with external stakeholders, resulting in mutual sales growth for both parties
- Led the expansion of business within the general trade and channel networks, concurrently overseeing our portfolio by mentoring and managing a team of executives.
- Ensured distributor training and supply them with essential resources such as sales presentations, tools for enhancing product visibility, assistance in resolving point-of-sale issues, guidance to achieve targets, and support for portfolio management.
- Translated the annual sales strategy into precise quarterly and monthly operational plans. Additionally, I collaborated with the management team to formulate regional benchmarks and establish sales targets and volume objectives for each product.
- Collaborated with internal teams and external stakeholders to resolve payment-related issues and disputes, ensuring high levels of dealer satisfaction.
- Managing risk by adhering to credit policy & by suggesting amendments to it so that approval rate should be at par with industry standards.
- Business exposure of demographic location - Nashik, Thane, Akola, Amravati & Pune

Area Business Manager / Assistant Manager – Pre-Owned Car Loans

Mahindra Finance | June 2018 – September 2019 – Nashik – Team Size 12

- Assisting and driving the POCL business along with portfolio management
- Building & Managing relationship with business associates, channel partners, DSA, brokers. Also MIS handling, collections, marketing activities etc.

ACADEMIC HISTORY

**Master of Business Administration
Marketing Management
2016 – 2018 – MITSOM, Pune**

Placement Team Head – MITSOM, Pune
Internship – Mahindra Finance, HO,Worli
Subject: Analysis & Reduction of
Non-Starters in Farm Equipment Sector

**Bachelor of Engineering – Mechanical
2011 – 2015 – SSGMCE, Shegaon**

Treasurer – Mechanical Department
Event Head – Technical Festival
SAE Member