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# Sandeep Manerajurikar

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Pune India.

**Seeking an assignment in Corporate Sales**

**Career Summary**

Dedicated and results-driven Hotel Sales Manager with a proven track record in driving revenue and exceeding targets. Seeking the opportunity to contribute my expertise in sales and marketing to further enhance the success of Raposaa Resort, Goa. Eager to leverage my interpersonal skills, leadership abilities, and industry knowledge to lead a high-performing sales team and achieve exceptional business growth.

Proven strategic as well as situational leadership in:

* Developing and establishing profitable growth of businesses with complex, multi-dimensional mandates.
* Top-line revenue contribution exceeding **1.8 Cr** since Sept 2007.
* Acquired **117 New to client**
* Proven performer with distinction of achieving targets in highly competitive market environments.
* Recognized proficiencies in developing and managing channel.
* Enterprising leader with strong communication, organizational and interpersonal skills.
* Consistent track record in meeting regulatory standards and compliance mandates
* 8./0-00-Surpassed customer retention and built client base to more than 100 Companies.

Key Skills: Leading/motivating team to superior levels of performance. Driving “out-of-box” thinking to quickly and effectively resolve difficult business challenges. Working effectively under pressure to meet tight production deadlines. Winning cooperation at all organizational levels. Increasing add-on revenues from existing customer accounts.

Continuing professional development: leadership, strategic planning, best practices, productivity and quality improvement, cost management, safe work practices and employee development.

**Professional Experience**

**Pune Catering LLP - (RAPOSSA RESORT/COLINA) Jan 2019 – Jun 2023**

**Corporate Sales Managers**

* Successfully developed and executed strategic sales plans, resulting in a 25% increase in overall revenue within the first year of tenure.
* Oversaw a team of 5 sales representatives, providing guidance, training, and support to achieve and surpass individual and team targets. Implemented a customer relationship management (CRM) system, streamlining the sales process and enhancing customer communication, leading to improved customer satisfaction.
* Identified new business opportunities, negotiated contracts, and maintained relationships with key accounts and corporate clients.
* Collaborated with the marketing department to create effective promotional campaigns, resulting in increased brand awareness and customer engagement.
* Achieved consistent top performer status within the sales team by exceeding monthly revenue targets.
* Actively collaborated with clients to understand their event needs and presented tailored proposals to secure new business.
* Conducted site visits and tastings to showcase the venue's capabilities, resulting in an increase in on-site bookings.
* Maintained accurate and up-to-date records of sales activities and customer interactions in the CRM system.
* Attended industry events, trade shows, and networking functions to generate leads and expand the company's presence in the market.

**Kotak Securities Franchise Dec 2014 – Dec 2018**

**Sr Investment Manager**

Accountable for achieving monthly & annual sales targets, as agreed. Ensure proper implementation & execution of relationship management & investment advisory strategies. Ensure proper sales spread between products. Aim to balance NTB (New to Bank customers) with increase penetration of existing customers to deepen the wallet share.

Delivering a radical improvement in customer service in the local market through dynamic service leadership and the implementation of customer service strategy.

Ensuring highest levels of customer satisfaction. Interact with new customers to detail & explain all features & functions of products & assist in on boarding of customers. Ensure service levels are constantly improving.

 Meeting Customer Migration targets

Managing customer issues on service or investment needs. Escalate if required. Probe and identify requirements to provide appropriate solutions to customers.

Complete knowledge on all products & services.( Structure Notes , Bonds , Equity Linked Notes, Mutual Funds NFO and insurance products Like Zurich, Skandia , FPI , Generali , Metlife

Research complaints & compliments. Analyze & suggest innovations & ideas on product & service improvement in addition to service level improvements.

Keeping attuned to the current economic and financial markets so as to be current and proficient in attending to customers queries.

Working hand in hand with fellow CBG RMs, Service Manager and TRE to ensure that all objectives of the team are met and there is team harmony and unity.

 Working with the Branch Heads to achieve sales & service through in-branch business development activities, and providing feedback to the team.

Ensure compliance with operations risk and rigour requirements e.g. Health & Safety standards, security of premises, KYC and anti-money laundering measures.

**IIFL Mutual Fund**

**Pune Jan 2010– Oct 2014**

***Center Manager***

* Developing and establishing profitable growth of businesses with complex, multi-dimensional mandates.
* Revenue contribution BY CROSS SALES .
* Acquired **New to client**
* Proven performer with distinction of achieving targets in highly competitive market environments.
* Recognized proficiencies in developing and managing channel.
* Enterprising leader with strong communication, organizational and interpersonal skills.

**K2 Capital Sept 2007– Dec 2010**

***Sr. Sales Manager (Sales).***

Responsible for driving the growth and profitability of the Investment business focusing on the HNWI segment focusing on Onshore as well as Offshore clients from Asia, Europe, Middle East and Africa.

Aggressively marketing and selling heavy Banking services and products. Reviewing, strengthening and restructuring client base with emphasis only on High-net-worth companies and business. Originate new business from clientele both within and outside India by nurturing existing relationships and referral sources.

Cultivated and managed new and existing client relationships of high-net-worth companies and their related business. Developed sales plan for each relationships to provide an array of services and customise products. Expanded referral network through contact with various internal business partners and external intermediaries. Coordinate events / seminars for new business development

Responsible for providing advice to prospective and affiliate clients. Determining opportunities to develop client relationship .Identifying, handling and maintaining key clients. Achieve complete information about client's goals and objectives and according to that prepare a diversified plan using recommended products and developed plan. Give advices to the client with complex transport solution for tactical and strategic decisions. **Generate constructional working relationship with the team and research team to provide ongoing customized products suites based on the current market scenario and client requirements.**

Managing opening International Banking Account and cross Structure Note , Bonds and Insurance Products Like Zurich Skandia and Friends Provident Ltd

**Results**

* Successfully managing more than 117 companies with Total Turnover Book of **7 Cr,**
* Lead the business to double the top-line revenue contribution to1. 9 Cr at reduced cost efficiency of 60%. Enhanced the annual revenue contribution (productivity) upto 7 Lac per month
* Grew the companies under Management and Turnover since March 2007.
* Acquired 117 new to company client Since March 2007.

**Notable Accomplishments**

* Recognized Sales performance Manager in June’10,
* Awarded the Business Manager for Quarter 1,2 and 3 for highest company acquisition, cost efficiency and overall performance in 2010.
* Recognized by clients like with appreciation mails and letter

**Ravi Raj Investment Mumbai March 2002- Aug 2007.**

***Operation Manager - BANKING***

**Notable Accomplishments**

* Handle Large and Mid Corporate relationships
* Provide assistance in Trade related services with banks
* Process the transfer request and statement request
* Attend clients and assist them with there queries with banks
* Handle MIS reporting
* Represent the service council in the forums to Head of corporate Banking
* Lias with the Trade Team to ensure smooth processing of transactions
* Conduct High Value callbacks for the transfer request
* Manage MIFT file and Insurance needs for company and owners
* Resolve Banks queries received on emails.

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Team works through networking & direct selling of Services of comapny

Interpersonal effectiveness & Ability to influence - Using data and logic to convince others, articulating with conviction, sensing underlying needs and opinions of company

Drive for results- Finding solutions to problems despite constraints, setting priorities, demonstrating high levels of energy in pursuing problems, setting high performancestandards

Analytical Thinking- Breaking complex task in a systematicway,identifying trends and relationships in data, evaluating pros and cons

Team effectiveness- Sharing Knowledge/information relevant to others, standing in for a team member when he/she is in need .Achievement of the specified productivity norms like Turn around Time, Pulse Score, Six Sigma, etc Enhancement of relationship value with existing customers

Manage operational risk of statutory norms, policies & audits.

Understanding, Collating & Interpreting large amounts of data

Reporting to Acquisition heads with the detail MIS for the month ABU analysis across the servies and Adherence to turnaround times

**Education and Certifications**

* **University of Mumbai (India):** Bachelor of Commerce, 2001
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**Academic Achievements**

* I was nominated to represent MET at IIM Ahmadabad for a conference on “Marketing Paradigm”.
* Awarded Star award” for the Best Student Marketing (Student Council-00-01)

**Personal**

Date of Birth : 16th June1980

Marital Status : Married

Nationality : Indian

Languages : English, Hindi and Marathi.

Pan no : CPMPM6740N