

SOMNATH DHAKANE

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Constantly seeking to engage my knowledge to learn something useful and keep challenging myself to be better performer

EXPERIENCE:-

- **SALES MANAGER(M2) Tata Capital Housing Finance LTD** :- 02/12/2024 To Till Date
- **SALES MANAGER(GB03) in BAJAJ HOUSING FINANCE LTD.**
From 11/09/2023 TO 30/11/2024
- Achievements- Average business every month is of 3.5cr.
- **RELATIONSHIP MANAGER in GODREJ HOUSING FINANCE 15/11/2021 TO 05/09/2023**

Achievements:-

- Nov'22 Dec'22 Employee of the month.
- Every month insurance penetration of 9.5%
- monthly business. 3 cr
- Login contest achieve every months.
- Achieve Goa tour contest Dec'22.

Roles and Responsibilities :

- Area/ Lane /Geography Mapping: Responsible for lane to lane/ Area mapping of Area/ Geography at
- regular intervals with the help of supervisor. Identify new sources in the allocated Area/ Geography
- Inform the progress to reporting manager during team huddle.
- Source Relationship Management: Managing the relationship with all sources assigned And identified by him in his geography/area.
- Maintain Reports: Maintaining reports related to sales and all his activities in the prescribed format.
- Should maintain diary on daily basis in the prescribed format of activities.
- Channel Partner Recruitment: Identifying the need for appointment of a channel partner.
- Team Huddle: Attending team huddle on a daily basis as per the set process. Customer Relationship Management: Enhancing the customer experience by developing and maintaining relationship with customers. Completion of File Submission of complete application form, documentations and information

• RELATIONSHIP OFFICER, SWARA ENTERPRISES PVT LTD 05/01/2017 – 10/11/2021

- **Roles and Responsibilities:**
- Area Mapping
- Source Relationship Management
- Lead Sourcing

- Should maintain diary on daily basis in the prescribed format of activities
- Identifying the new Builder & Brokers
- Customer Relationship Management & Increases Business
- File Sanction & Disbursement

EDUCATION :

- DR PANJABRAO DESHMUKH KRISHI VIDYAPEETH AKOLA : APRIL 2017 **B. TECH (FOOD TECH)**
- MAHARASHTRA STATE BOARD : FEBRUARY 2008 H.S.C
- MAHARASHTRA STATE BOARD : **MARCH 2006** S.S.C

SKILLS :

1. Data collection and Lead Generation
2. Communication and Negotiations
3. Solutions and Result Oriented
4. Complaint Handling
5. Client Acquisition and Client Relationships Microsoft Office,

TECHNICAL SKILLS:

- MS Excel & Financial Analysis

PERSONAL DETAILS:

- **Name:** Somnath Dhakane
- **Date Of Birth:** 10/07/1990
- **Father Name:** Kundlik Pandurang Dhakane
- **Nationality:** Indian
- **Status:** Married
- **Languages Known:** Marathi, Hindi, English

DECLARATION:

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the

responsibility for the correctness of the above-mentioned particulars.

Place: Pune

Date: / /2025