

VISHNU SAKHARAM MATONDKAR

RELATIONSHIP
MANAGER

PHONE | (+91) 8655401528
EMAIL | vishnumatondkar@gmail.com
LOCATION | Goa, INDIA
EXPERIENCE | 12 Years 0 Month

Key Skills

- Team Leadership
- Team Handling
- Sales
- Retail Sales
- Marketing
- Channel Sales

Languages

- English
- Hindi
- Marathi
- Konkani

Social links

- <https://www.linkedin.com/in/vishnumatondkar>

Profile Summary

Energetic sales professional with a knack for matching customers with optimal products and services to meet their specific needs for the last 8 years. Consistently received excellent feedback from customers. Strong leadership skills; able to prioritize, delegate tasks, and make sound decisions quickly while maintaining a focus on the bottom line. A highly organized and friendly professional, able to establish long-term, positive and fun relationships with clients, co-workers and outside resources.

Work Experience

Relationship Manager

Kotak Mahindra Bank

08/2023 - Present

I am responsible for handling business from mapped and NTB customers. I have had an excellent track record and have been awarded star employee for several quarters

Relationship Manager

Unity Small Finance Bank

01/2023 - 08/2023

Managing a portfolio of clients, monitoring their financial performance, and identifying opportunities for growth. Collaborating with other teams within the organization, such as product development or credit risk, to develop customized financial solutions for clients. Developing and implementing strategies to

acquire new clients and increase business from existing ones.

Sales Manager

Axis Bank

10/2021 - 12/2022

Create marketing strategies to achieve sales targets of a bank. Implement best practices to meet customers' needs and requirements. Initiate campaign strategies for bank products and services. Initiate customer retention strategies and build new customers. Lead, direct and mentor sales and marketing teams to achieve hundred percent outcome. Resolve customer needs. Understand customer financial needs and objectives. Recommend appropriate financial product or service to the customer. Assist and support bank management in delivering customer services. Prepare sales and marketing statements and reports for the top management of the bank.

Assistant Sales Manager

Skilworth Technologies Pvt Ltd

02/2017 - 06/2021

Developing and implementing sales strategies to promote POS systems and related services to potential customers. Collaborating with marketing teams to identify potential leads and opportunities for sales. Conducting research and analysis of the market to identify trends, competition, and customer needs. Managing a team of sales executives and providing them with guidance, training, and support to achieve their targets. Identifying new business opportunities and developing relationships with potential customers to generate new leads and increase revenue. Preparing and presenting sales proposals, negotiating contracts and closing deals with customers. Collaborating with technical teams to ensure that POS systems are effectively installed and implemented for clients. Staying up-to-date with industry trends, developments, and changes in technology to maintain a competitive edge in the market.

Assistant Manager

Pine Labs

06/2016 - 02/2017

Developing and implementing sales strategies to promote Pinelabs POS systems and related services to potential customers. Collaborating with marketing teams to identify potential leads and opportunities for sales. Conducting research and analysis of the market to identify trends, competition, and customer needs. Building and maintaining relationships with key stakeholders such as dealers, distributors, and retailers. Identifying new business opportunities and developing relationships with potential customers to generate new leads and increase revenue. Preparing and presenting sales proposals, negotiating contracts and closing deals with customers. Collaborating with technical teams to ensure that Pinelabs POS systems are effectively installed and implemented for clients. Tracking sales performance, preparing sales reports, and forecasting sales targets. Staying up-to-date with industry trends, developments, and changes in technology to maintain a competitive edge in the market. Building and maintaining relationships with key accounts and ensuring customer satisfaction through timely resolution of issues and effective communication.

Sales Officer

HDFC Bank

06/2014 - 06/2016

Acquiring new customers for the bank by promoting and selling CASA products such as savings accounts, current accounts, and other related services. Identifying potential customers by conducting market research, cold calling, and generating leads through various channels. Building and maintaining relationships with potential customers and providing them with information and assistance regarding CASA products and services. Meeting with customers in person or through virtual channels, understanding their financial requirements, and providing them

with customized solutions. Achieving monthly targets for new account openings, deposit mobilization, and revenue generation. Collaborating with branch managers and other team members to ensure smooth customer onboarding and timely resolution of customer queries and complaints. Conducting promotional activities and participating in marketing campaigns to promote CASA products and services. Maintaining accurate records and documentation of customer interactions, transactions, and financial information.

Account Executive

CA Devendra Fadte

06/2012 - 06/2014

Recording financial transactions and maintaining accurate financial records for clients or the organization. Preparing financial statements such as balance sheets, income statements, and cash flow statements. Managing accounts payable and accounts receivable, including invoicing, payment processing, and collections. Conducting financial analysis and providing insights and recommendations to clients or management. Preparing and filing tax returns and ensuring compliance with tax laws and regulations. Collaborating with other teams within the organization, such as sales and operations, to ensure financial information is accurate and up-to-date. Developing and implementing financial policies and procedures to ensure best practices and adherence to regulatory requirements. Providing financial advice and guidance to clients or management to help them make informed business decisions. Managing budgets and financial forecasts, monitoring variances and making adjustments as necessary. Preparing financial reports and presenting findings to clients or management. Staying up-to-date with changes in accounting principles, tax laws, and regulations to ensure compliance and provide expert advice. Participating in training and professional development programs to enhance skills and knowledge. Collaborating with external auditors and ensuring compliance with audit

requirements.

Education

B.Com - Commerce

2012

Goa University

Grade - 65%

12th

2009

Goa , English

Grade - 75-79.9%

10th

2007

Goa , English

Grade - 55-59.9%