

BHARATH SIVAN R

1st FLOOR,SUNDALE,PLOT 130,KUMARANSHAN NAGAR, KADAVANTHARA,ERNAKULAM ,
KERALA, INDIA
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Experienced sales manager with a proven track record of building success in the banking industry. An ardent MBA graduate, proficient in Business Development, Channel Management and Team Management on the lookout for new learnings in the sphere of Marketing and Operations, exhibiting a readiness to learn, unlearn and relearn as per the industry demands. Possess solid communication skills, is data driven and able to easily adapt and operate both independently and in a team environment. And above all, always driven by a keen desire to contribute towards organisational success.

EXPERIENCE

MAY, 2019 – JUNE, 2020

SALES MANAGER (MT), IDFC FIRST BANK

- Generated sales through channel partners and direct sources
- Maintained relationships with existing channel partners, empaneled new channels and managed the limits and pay outs for them
- Conducted frequent field visits to showrooms and channel partners and acted as SPOC for them and helped the channel partners and company achieve objectives
- Conducted product training for channel partners
- Managed the customers data using SFDC software
- Created and managed weekly and monthly sales report
- Conducted primary check on customer documents to eliminate possible frauds and prevent loss of TAT
- Hired and trained executives
- Exceeded cross sell targets
- Acted as SPOC for customers regarding enquiries, customer service and EMI collections
- Researched for new customers and channels from open market

APRIL, 2018 – JUNE, 2018

PRODUCT PLANNING INTERN, NISSAN MOTORS PVT LTD

- Worked on a research along with acceleration team to find out the outlook towards Electric vehicles in India
- Conducted a study on outlook towards EV based on Govt. decisions and Customers
- Used secondary research for finding out the factors affecting the outlook towards EV in India
- Studied about various technology and telematics system that could be used in connected cars

EDUCATION

2017-2019

MBA MARKETING, AMRITA SCHOOL OF BUSINESS, COIMBATORE

2014-2017

B.COM FINANCE, YUVAKSHETRA INSTITUTE OF MANAGEMENT STUDIES,
PALAKKAD

ACADEMIC RELATED PROJECTS

2018-2019

**BUSINESS RESEARCH PROJECT ON BEHAVIORAL INTENTION OF YOUTH
TOWARDS ELECTRIC BIKES IN INDIA**, AMRITA SCHOOL OF BUSINESS,
COIMBATORE

SKILLS

- PROBLEM SOLVING
- ADMINISTRATIVE SKILLS
- CRITICAL THINKING
- CREATIVE THINKING
- NEGOTIATION SKILLS
- ATTENTION TO DETAIL

CERTIFICATIONS

2020 AUGUST

THE COMPLETE DIGITAL MARKETING COURSE - 12 COURSES IN 1, UDEMY E-
LEARNING

2020 JULY

PROJECT MANAGEMENT FOUNDATION, PMI, LINKEDIN LEARNING

2020 JULY

FUNDAMENTALS OF DIGITAL MARKETING, GOOGLE DIGITAL GARAGE UNLOCKED

2020 SEPTEMBER

CONTENT WRITING, CONTENTVIDHYA

HOBBIES

- PHOTOGRAPHY
- TRAVELLING
- SHORT STORY WRITING
- LISTENING TO MUSIC

REFERENCES

- SHARAT KUMAR
STATE HEAD, PRE OWNED CARS
IDFC FIRST BANK
PH: 9590481592
- KOWSHIK.N
REGIONAL HEAD, PRE OWNED CARS
IDFC FIRST BANK
PH : 9884131566

PERSONAL

- DATE OF BIRTH : 01/11/1995
- LANGUAGES KNOWN : ENGLISH, MALAYALAM(NATIVE) ,HINDI, SPOKEN TAMIL