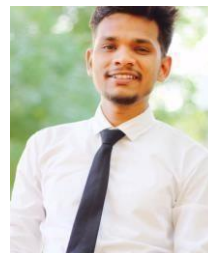


# HEMANT S. BAVISKAR

Barsha Heights, Tecom, Dubai internet city , Dubai , UAE

Contact: +971 585010946

Email: baviskarhemant9108@gmail.com



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## **OBJECTIVE**

To learn, grow and perform in a competitive environment, packed with excellent opportunities for growth and development of my professional and personal skills through continuous improvement activities. Looking for a challenging career as that value's innovative leadership techniques.

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## **PROFILE**

- Self-motivated, hardworking and goal-oriented with a high degree of flexibility, creativity, resourcefulness, commitment and optimism.
- Result oriented individual with strong analytical and interpersonal skills and a quick learner with high levels of adaptability and ability to take initiative.
- Good communication skills, verbal as well as written coupled with exceptional presentation skills.
- An effective team player with exceptional planning and execution skills coupled with a systematic approach and quick adaptability

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## **Higher Qualification: MBA (Marketing Management)**

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### **Education Qualification:**

Course	Institute/College	University/Board	Percentage	Year of Passing
MBA	Sinhagad Institute of Management, Pune	Pune University	57	2016
BBA	BYK college of commerce, Nashik	Pune University	50	2014

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## **WORK EXPERIENCE**

**Working with: Square yards Real Estate LLC**

**Profile: Business Development Manager NRI GCC Dubai**

(June 2020 to Presents)

Responsibilities:

- New NRI client acquisition and farm them to their potential.
  - Review & maintain monthly sales tracker, plan accordingly.
  - Providing services of Relationship Managers (like private banking) with Property purchase Documentation, Home Loan/Mortgage, Support, Taxation & Legal services, Portfolio management.
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**Worked with- OYO HOTELS AND HOMES PVT LTD.**

(June 2019 to May 2020)

**Profile: Demand Manager (B2B Corporate Sales)**

Responsibilities:

- New corporate client acquisition and farm them to their potential.
  - Interact regularly with the clients to ensure a committed and partnership-based relationship.
  - Client Acquisition and Corporate Relations with companies, tracking the credit policy.
  - Review & maintain monthly sales tracker, plan and execute market site visits as agreed with Pan India Signing up corporates across the region into the affiliate program Interact regularly with the clients to ensure a committed and partnership-based relationship.
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**Worked with- BAJAJ HOUSING FINANCE LTD. (Bajaj Finserv)**

**Profile: Assistant Sales Manager Home Loans (B2B Sales)**

(Aug 2018 To June 2019)

Responsibilities: Team Leader

- To manage Team and work flow and create effective client meeting plans, Achievement of monthly, quarterly & yearly business plan.
  - Responsible for the best Home Loan Services to the clients.
  - To generate leads from Developers sites along with assigned team & Identify decision makers within targeted leads and initiate the sales process.
  - To ensure systematic follow-up with the client and resolve if any query.
  - Closely monitoring of work in progress, customer complaints and accounts receivables.
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**Worked with- MAX LIFE INSURANCE COMPANY PVT LTD. (May 2016 To Aug2018)**

**Profile: Deputy manager B2B & B2C (Team lead)**

Responsibilities:

- Handling a team of Assistant Managers and create effective client meeting plans.
  - Handling assigned pool of customer of Max Life Insurance for policies and Investments Solutions on their short term and long-term investment objectives prospective and providing services as well as fulfilling the long terms goals of the customers.
  - Meeting with customers to discuss their evolving needs and to assess the quality of our company's relationship with them.
  - Sourcing the Insurance policies & Investments business.
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**Worked with- MARKETSTAR (Blackberry Mobiles)**

**Profile: Sales Executive**

(Feb 2012 to Jan 2014) Responsibilities:

- Handling walking customers at Reliance Digital LFR Department and sell them mobile phones.
  - Explaining the benefit to customers between us and competitors.
  - Plan to ensure achievement of personal target, aligning with company sales policies and strategies.
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**Summer Internship Project: - MBA (Marketing Management)**

**Company Name: - Sayaji Groups Of Hotels Barbeque nation**

**Project Name: - A study on competitive analysis of barbeque nation in thane region Work**

**Experience: - May 2015 to July 2015**

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**Summer Internship Project: - BBA (Marketing management)**

**Company Name: - Toyota Motors Pvt Ltd.**

**Project Name: - To study the competition level of Toyota Innova with its competitors in Nasik Region**

**Work Experience: - March 2013 to April 2013**

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**Knowledge:**

Knowledge and application of sales & servicing techniques such as: Seek Opportunity, Rapport building, selling on emotion, ownership, building value in the product, and upselling.

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**Skills:**

- Quick thinking and problem-solving skills, Leadership Quality.
  - Able to work independently and as a team player.
  - Excellent verbal communication & active listening skills.
  - Positive and enthusiastic attitude
  - Handles Rejection well
  - Customer focus and result oriented approach
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**Technical Proficiency:**

Windows 97/2000/XP, 7, Vista, MS Office Excel, Internet Applications.

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**PERSONAL DOSSIER**

NAME: Hemant Suresh Baviskar

DOB : 24/02/1994

Language Known: English Hindi And Marathi

Marital Status: Single Gender:

Male

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**DECLARATION:**

“I hereby declare that the above-mentioned information is true and correct up to my knowledge and belief and I bear the responsibility for the above-mentioned particulars”

**- HEMANT BAVISKAR.**

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