**Curriculum Vitae**

**OLIVIER WOODS**

**Mobile: 0008881212**/ **0008881211**

**Email: myemail@gmail.com.**

**CAREER OBJECTIVE**

To Work in a professional atmosphere that enable me to give me an opportunity to serve the organisation with my skill and which also help me in improving and widening the spectrum of my knowledge.

**Working Experience**

**Currently Working at** **– ICICI Bank Ltd as A Sales Manager BLAP (From 16TH August,2023 to Till Date)**

* DSA Management and development of DSAs
* Business Planning and Business Analysis.
* LAP Files from Channels/ self sourcing.
* Meeting all the customers during the course of loan process.
* Follow up with credit for sanction and disbursal etc.

**HDFC Bank As a Senior Relationship Manager (**From 4th July 2022 To 30th June2023)

* Home Loan, DSA Management and development of DSAs
* Sourcing of new home loan / LAP Files from Channels/ self sourcing.
* Meeting all the customers during the course of loan process.
* Follow up with credit for sanction and disbursal etc.

**AU Small Finance Bank Limited- Relationship Manager, Home loan & lap.**. ( From 24th October 2018. To 31st May 2022)

* Team Handling for Home Loan & Personal Loan ,DSA's Handling / Direct Sourcing.
  + Meeting all the customers during the course of loan process.
  + Ensure targeted numbers are achieved month on month.
  + Sourcing of New Home Loan / LAP Files from Channels/ Self sourcing.
  + Follow up with credit for sanction and disbursal.
* Provides guidance, Instruction, Direction and leadership to a group of individuals for the purpose of achieving a key result or group of aligned results.

**Axis Bank Limited-** Business Development Manager Home Loan & Lap **(**From 06th March to 20th October 2018)

* Home Loan,DSA Management and development of DSAs
* Sourcing of New Home Loan / LAP Files from Channels/ Self sourcing.
* Meeting all the customers during the course of loan process.

**Bandhan Bank-** Sales loan Officer Home loan Department **(** From 06th April 2017 to 22nd January 2018)

* Builder agent development, New Home Loan.
* DSA Management and development of DSAs**.**

**Aditya Birla Finance Ltd**- Sales Executive Home Loan Department ( From 29th July 2016 to 5th Feb 2017)

* BuildBuilder agent development, New Home Loan,
* DSA Management and development of DSAsS
* Out sourcing of New Home Loan / LAP Files from Channels/ Self sourcing.

**One Year** experience In Home loan Department (From 22nd June 2015 To 23 July 2016)

* Empanel new DSAs for sourcing Home loan
* Meeting all the customers during the course of loan process.
* Ensure targeted numbers are achieved month on month

**3 Years Experience** in Home Loan sales ( Alpha DSA ) From 1st July 2012 To 30 June 2015.

* Meeting all the customers during the course of loan process.

**ACHIEVEMENTS**

* **Certification completed for PC Operation (COP)**
* **Knowled in computer application MS-Office (Excel, Word, Power point, E-mailing)**

**ACADEMIC CREDENTIALS**

* **Diploma (Computer Engreenig) from TTE Board in 2014 passed.**
* **H.S.C. from CBSE Board passed.**
* **S.S.C. from CBSE Board in 2007 passed.**

**HOBBIES**

* Swimming
* Playing cricket
* Making new friends

**STRENGTH**

* Having attitude of gratitude.
* I am a very adaptive kind of person.
* Learn from past experiences.

**TRAINING/WORKSHOP ATTENDED**

* Attended the workshop on basics of electronics and robotics.
* One day workshop on web page designing

**PERSONAL DOSSIER**

**Date of Birth :** 19th July 1991

**Address** : #34, Indira Circle, Uttam Nagar, New Delhi

**Language’s Known :** English, Hindi and Marathi.

**Marital Status** : Married

**Nationality** : Indian.

**DECLARATION**

I hereby declare that all the details furnished above are true to the best of my knowledge.

Place:-

OLIVIER WOODS