

Kunal Suresh Garud

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OBJECTIVE

- To develop myself and achieve high accomplish goals which will demonstrate my inherent strength individually and in teamwork

EDUCATION

Batchelor of management studies

Jun 2016

Saket Collage Of Arts, Science and Commerce

- Specialized in Marketing

HSC

June 2013

Saket Collage Of Arts, Science and Commerce

- Commerce

WORK EXPERIENCE

BUSINESS DEVELOPMENT EXECUTIVE

Feb 2017- June 2017

Fino paytech pvt Ltd

- Sourcing business through cold calling for current account and saving account.
- Assist customer for products and services. Sourcing business for insurance and remittance.

HOME LOAN COUNSELLOR

September 2017 - January 2019

HDFC sales pvt ltd

- Source the business through cold calling.
- Day to day meetings with Devlopers, builder, real estate agents, etc. for business generation.
- To counsel and educate customers about home loan process.
- Handle documentation for home loan process.
- Take follow up for queries resolution.
- Get home loan sanction.
- Coordinate with customer for legal documentation and disbursement.
- After sales service.

SENIOR SALES OFFICER HOME LOAN

January 2019 – July 2019

India Infoline financial ltd

- Sourcing business through cold calling.

- Day to day meetings with builder and real estate agents.
- Do sale on side at builders office.
- Generate leads from sale on side.
- Coordinate with customer for home loan process.
- Educate customer about the overall home loan process.
- Documentation for loan.
- Query resolution.
- Follow up for sanction and query resolution.
- Follow up with customer for legal documentation.
- Get the loan agreement signing done from customer.
- Verify and submit it for further disbursement process.
- Get disbursement done.

PROCESS MANAGER HOME LOAN

September 2019 - May 2021

Switchme technologies and services pvt Ltd (home loan DSA)

- Handle overall home loan process of various banks like - SBI, AXIS, HDFC etc.
- Meeting customer to evaluate their requirements.
- Analyse customer profile as per home loan requirements.
- Process the loan application to banks for sanction.
- Follow up for sanction and requirements resolution.
- Process legal and technical of property as per bank.
- Handle disbursement process of loan.
- Meeting to customer for disbursement agreement signing.
- Process the agreement along with legal documents for disbursement.
- Complete the disbursement process.
- Inform and update on disbursement to developer or agent.
- Update overall process in the switchme applications .

PROCESS MANAGER (sanction and disbursement home loan)

June 2021- Working

Online home loan Solution (home loan DSA)

- Supervising and managing teams login, sanction and disbursement process of various bank like HDFC, AXIS, LIC HFL, TATA etc.
- Update to team on credit policies of various banks.
- Maintain MIS of login, sanction and disbursement.
- Take follow up for sanction from credit team of bank.
- Push the team to fulfil the document requirement raised by credit team.
- Take follow up from credit team of bank for sanction.
- Process the docket for disbursement.
- Arrange the pending documents of disbursement from team.
- Take follow up for disbursement.

PROJECT

- Warehouse management at mahindra and mahindra company
- Type Storage and warehouse management
- Need of insurance and investment with the help fo ICICI Prudential

ACTIVITIES

Industrial visit at Jaipur in Dainik Bhaskar newspaper. Industrial visit at Jaipur in Saras Dairy. Participation in inter college festival Rohak at Saket college of management.

PERSONAL PROFILE

- Date of Birth :- 09/12/1995
- Marital Status :- Single
- Nationality :- Indian
- Known Languages :- Marathi, Hindi, English
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ACHIEVEMENTS

Highest number of FTR

Dec-2021 to Jan-2022

HDFC LTD

- Certificate for recognition for achieving highest number of FTR'S during Dec-2021 to Jan 2022

Highest Number of RHDFC files.

July-2022 to August-2022

HDFC LTD

- Certificate of appreciation for achieving highest number of RHDFC file during Dec-2021 to Jan 2022