

**SANJAY PILLAI**

**Contact:** 7506765234

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Dated:

Dear Sir/ Madam,

I was pleased to discover that you are seeking to fulfill the Sales and Marketing role at your esteemed company. I believe that my qualifications and experience make me an ideal candidate for the position and I am confident that it would be an extraordinary opportunity for me to grow both professionally and personally.

I have worked as a Relationship Manager at reputed organizations like **HDFC Bank** and **Standard Chartered Bank** (Bahrain) and also in Life Insurance and Real Estate job roles. I am an action-oriented individual with excellent analytical and critical thinking skills. I excel at performing any duties associated with the role and I am particularly target oriented. Besides communicating with clients and providing financial planning services and investment advice to them, I am also adept at reviewing and constantly evaluating portfolios and managing new accounts.

Throughout the years, I have demonstrated numerous times that I am a great team player who is able to adapt quickly to change. I believe that I would further develop these abilities at your company.

Thank you for your time and consideration. I look forward to meeting you in the near future.

Yours sincerely,

Sanjay Pillai

## RESUME

### SANJAY PILLAI

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### CAREER PROFILE

A **Financial Services** Professional with more than 12 years sales experience in Liability, Asset products, Insurance, Wealth Management and Real Estate

### KEY SKILLS

- Possess excellent communication, interpersonal and organizational skills with proven abilities in client relationship management and financial planning
- Hardworking and committed with a willingness to learn and good team working skills
- Plenty of drive, initiative and motivation. Dynamic team player with strong leadership skills
- Strong skills in hunting new customers, also very good in reference building

### CAREER HISTORY

**Name of the company:** Lalani Developers  
2022 Jan till date

#### JOB TITLE

Sales Manager

- To invite the prospective customers to the site through digital marketing
- To attend the walk in customers at the site for Pre sales
- To handle a network of **50+** brokers
- To assist clients with property purchase and raising home loans from banks
- To involve in Post Sales and the subsequent documentation process

**Name of the company:** St. Angelos VNCT Ventures  
2019 Nov to 2020 Mar

#### JOB TITLE

Sales Manager

- To market the Tamil Nadu projects (villas) to the customers in Mumbai
- To identify potential Tamil speaking customers
- To speak to the customers and fix face to face meetings
- To conduct activities in housing societies, events in the malls

**Name of the company:** Self Employed  
2017 Dec to 2019 Oct

#### JOB TITLE

Self Employed

- To identify and meet potential **SME** clients for Products like **Housing Loan, Loan Against Property, Business Loan, Mutual Funds, Life Insurance and Real Estate**
- To market the products through contacts, references and other medias
- To arrange site visits for the customers and follow up for closure

**Name of the company:** Indiabulls Distribution Services Ltd  
2016 Jun to 2017 Oct

**JOB TITLE**

Associate Manager - Sales

- To identify potential clients for the Real Estate Sales
- To assist clients with property purchase and raising home loans
- To conduct telephone and face to face marketing to meet the customers
- To do promotional activities at various places like malls, housing societies etc
- To arrange site visits on weekdays and weekends for potential customers

**Name of the company:** Digi Enviro Media P Ltd  
2012 May to 2016 Feb

**JOB TITLE**

Assistant Manager - Alliances

- To do alliances with high-end societies for the platform creation
- To sign up with **10-15** housing societies a month for implementing the society portal
- To organize events in the society, hereby generating revenue for the society
- To tie up with companies for deals and advertisements
- To handle a team of 3 Sales Officers

**Name of the company:** HDFC Bank Ltd  
2009 Jun to 2011 Oct

**JOB TITLE**

Relationship Manager – Preferred Banking

- To manage a relationship of **200** Preferred Banking customers with AUM of **50** million
- To market products like Liability, Asset, Mutual Funds, Life Insurance etc
- To generate revenue of an average of **one lakh** per month
- To acquire new to bank customers
- To Cross sold products like Credit Cards and Loan products

**Name of the company:** STANDARD CHARTERED BANK - **BAHRAIN**  
2008 Apr to 2009 Jan

**JOB TITLE**

Relationship Manager – Priority Banking

- To maintain relationship with 100 Priority Banking customers with AUM of above **100** million
- To handle products like Mutual Funds, Structured Notes etc
- To hunt new to bank customers
- To Cross sell other products like Credit Cards and Loans

**Name of the company:** ABN AMRO BANK  
2005 Jul to 2008 Mar

**JOB TITLE**

Relationship Manager – Van Gogh Preferred Banking

- To acquire new to bank High Net worth Customers
- To manage a database of **45** clients with a book size of **50** million

- To generate revenue of approximately **75k** pm for products like Mortgages, Mutual Funds, Insurance, Liability and Portfolio Management Services

**Name of the company:** INDUSIND BANK  
2001 Oct to 2005 Jun

**JOB TITLE**

Team Leader – Retail Banking

- To acquire new to bank customers
- To market Liability products namely, Current Accounts, Saving Accounts, Fixed Deposit
- To lead and motivate team of **5** sales executives

**Name of the company:** Andromeda Marketing P Ltd  
1998 Oct to 2001 Sep

**JOB TITLE**

Sales Executive

- To market saving accounts of **CITI** Bank
- To meet the clients on the leads given by the telemarketing team
- To prepare the sales report

**Educational Qualifications**

- Bachelor of Commerce from Mumbai University, 1995
- Higher Secondary from Maharashtra Board, 1992
- Sr. Secondary from Maharashtra Board 1989

**Professional Training**

- Certified in AMFI (Associated of Mutual Funds of India)
- Certified in IRDA (Insurance Regularity and Development Authority)

**Computer Operation Environment**

Proficiency Ms-Dos 6.22, Windows 95, 98, ME, 2000, XP  
Ms- Office 98 (Word, Advance Excel, PowerPoint, Access)

**Personal Details**

Date of birth : 26th Dec 1973  
Languages Known : English, Hindi, Malayalam, Tamil and Bengali  
Hobbies : Cricket and Listening to Music  
Passport No : K 1907743