



Dinesh Jha

Affluent Banking Acquisition Manager



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I am a dynamic sales professional with more than 17 years of experience in various sales roles from executive level to state lead level and work in individual capacity and also handled team of on roll as well as off roll manpower.

I am someone who will adjust in any situation according to target- irrespective of any geography across PAN India.

I have experience in states of Gujarat, Bihar, New Delhi, Karnataka and Kerala.

Currently working in Axis Bank Limited as Affluent Banking Acquisition Manager and taking care of Ultra HNI clients and managing their overall portfolio and also supporting my corporate salary team to bring new account labels and penetrate in them for premium salary accounts thru my market relationship and skills.



Skills

- Sales
- Client relationship management
- Problem Solving
- Out of the box thinking
- Great Team Worker
- Achievement of targets with Perseverance
- Increasing wallet share with multiple products from one client
- Strategic planning
- Client Servicing
- Strong Interpersonal Communication & analytical abilities
- Excellent command over written & verbal english



Work History

2024-01 - Current

Affluent Banking Acquisition Manager

Axis Bank Limited , Ahmedabad

- Identify and solicit new-to-bank Burgundy Private Client and Burgundy accounts of HNI clients through internal and external channels.
- Assist the client in opening high value savings/current account, as per the client's preference.
- Early Engagement and Activation of accounts on Investments, Insurance and Forex.
- Keep abreast of current economic environment and capital markets, so as to have meaningful discussions with NTB prospects and optimize acquisition effectiveness.
- Optimize Cross Sell opportunities including credit cards , Mortgage and Business Lending.
- Actively promote referrals from existing clients to generate a pipeline of prospects.
- Smooth Conversation and conversion of the prospects/leads given by the Digital /Tele sales Unit or other channels into funded BPC accounts.
- Optimize funded account opportunity in listed Salary account relationship companies.
- Ability to recognize business opportunities for acquiring new customers in the Affluent HNI space and formulate acquisition initiatives.
- Provide complete and comprehensive information on products, services, charges etc. proactively to the customer and ensure best on-boarding service standards.
- Understand customer needs, explore and educate customer on financial needs arising at various life stages.
- Customer relationship deepening; maximize penetration across products, customer focused need based selling.
- Ensure compliance and integrity of the sales process with respect to right selling, sourcing and documentation.
- Joint meetings with the Unit Head to be done regularly with call reporting tracking.
- Deliver consistent and best-in-class customer service.

2017-06 - 2023-05

Lead-Small and Medium Enterprise Business

Reliance Jio Infocomm Limited, Surat

- Managing SMB accounts and providing them with all enterprise solutions like sim cards, jio-fi routers, internet lease line, PRI, SIP TRUNK, MPLS etc.
- Ensuring reliance jio is chosen by the customer for all their enterprise solutions thru empanelment and proper account management.
- To generate business within the assigned territory through team of enterprise sales managers and enterprise sales officers.
- To assign Point Of Business to manpower and ensure proper business in existing POBs.

2015-06 - 2017-05

- Engage with CXO level people and top decision makers of all NHQ accounts in INDIA and abroad as well in countries like USA and UK.
- Top global clients- MOD MISSION CRITICAL, EY, INGERSOL RAND, TRELLBORG MARINE ENGINEERING etc.
- To extract 100% wireline business in existing SMB accounts.
- To drive team & achievement of the given targets for SIM acquisition & wireline products.
- Ensure people are working as per NHQ guidelines on daily basis to achieve monthly revenue targets.

● **Partner Account Manager**

Vodafone Mobile Services Ltd, Bharuch

- To generate business within the assigned territory through Channel Partners and acquire new accounts
- Responsible for subscriber growth in SME business for the territory allocated
- Evaluation of customer preferences, pricing, product terms and conditions to ensure that client requirements are met; gather and analyze data regarding competitor pricing and products and ensure that Vodafone products and services fit customer requirements
- Drive accelerated revenue growth by identifying potential markets for new and existing products and services in accounts
- Establishing and managing channel partner for all voice as well as non-voice products and ensuring acquisition targets achievement month after month
- Achieving volume targets and ensuring channel partner profitability
- Monitoring channel and channel sales force productivity
- Ensuring channels and their staff adherence to health, safety and wellbeing.

2013-08 - 2015-05

● **Channel Sales Manager**

Tata Teleservices Ltd, Surat

- Managing seven direct sales team (DST) members while ensuring overall target achievement out of them with good quality of sales and first 3 bill payments
- Leading a team of 5 DSA's and more than 100 active retailers for overall delivery of sales in line with company expectations
- Brainstorming with my all resources to finalize the delivery methodology and drive execution
- Preparation of and review of Internal sales reports for self and team and presenting the key findings them as well as to the top management
- Long term staff assessment and Enterprise Risk Management framework for being leading private telecom giants in my area
- Managing teams and dealer network as part of sales team
- Undertaking workshops for team members as well as distributors on how to manage optimization and achieve good numbers in telecom world
- Responsible for providing internal trainings and knowledge management initiatives for self as well as team.

2012-05 - 2013-08

● **Territory Sales Manager**

Bharti Airtel Limited, Bhavnagar

2007-06 - 2011-01

- Target Achievement-To Acquire the targeted number of voice, data card and DATA PRODUCT customers on monthly basis through direct Channel sales/Small and Medium Enterprises & top corporate sales to meet the assign targets
- Channel Management-Managing channels like Airtel Relationship Centre/DSA/Airtel Call Centres/Airtel Exclusive Outlet/Postpaid through Retail Segment to improve productivity, sales capabilities & Channel Expansion (Infrastructure Development) for incremental sales
- Execution-Aggressive execution of Sales programs (i.e
- New schemes/promotions, closure of SME ACCOUNTS etc.) to deliver targeted numbers of customers
- Multiple Product Handling-Target achievement of postpaid voice connections through DSA's/postpaid retail sales/ Corporate sales through Showrooms like Airtel Relationship centre and Airtel Exclusive Outlets/ Selling Data products like ILP, MPLS, etc
- To top corporates
- Pro-active Working-Timely collection of the market information such as competitor activities & initiatives and analyze the same with the help of Area Sales Manager to pre-empt its impact on the business.

Assistant Manager-S&D

Essar Oil Limited, Jamnagar

- To operate & maintain various equipments and machines in order to have continuous & safe supply of petroleum products to various Petrol pumps of Essar
- To control distribution of petroleum products in a huge matrix using SAP
- Deal with the representatives of clients & to ensure better corporate relations
- Administration & Report Generation-Managing the overall office administration work & preparation of daily, weekly and monthly report and submitting the same to upper management
- Logistic Management-Coordination with various company transporters for assuring availability of transport tanks, so as to maintain smooth chain of material supply to all the clients.



Education

2007-04

B.E. (Production Engineering)

Shantilal Shah Engineering College, Bhavnagar - Bhavnagar

- Board: Bhavnagar University
- GPA: 64.67%

2002-04

HSCE

Swami Vivekanand Vinay Mandir - Junagadh

- Board: GSEB
- GPA: 61.3%

2000-04

SSCE

Kendriya Vidyalaya - Junagadh

- Board: CBSE

- GPA: 60.6%



Professional Awards

- May 2024, Awarded as Star Sales Manager in Axis Bank for doing 130% Target Achievement.
- Feb 2024, Awarded as Insurance ka raja for doing 50 lakhs insurance - highest in entire region.
- 2023, Best employee of the year for the last financial year for top performance in PAN INDIA.
- 2022, Got promoted twice in 5 years duration with Reliance Jio -This Time as Small and Medium Business Team Lead- Indirect Channel Partner Sales Vertical in Gujarat- Currently handling 7 channel sales managers and 35 Authorized channel partners across Gujarat- And till date- Nationally Number 1 in this FY across PAN INDIA
- 2021, Nationally Number 2 in REST OF INDIA SMB TEAM LEAD Ranking on basis of overall business delivered (84.5 lakhs) In November 2021
- 2019, Promoted as SMB State Lead-Kerala, from the level of Techpark Cluster Sales Manager-Vadodara Gujarat within 18 months of superlative performance.
- 2017-2018, Won as many as 9 National level awards in various contests during my tenure at Vadodara Gujarat in Jio- I always topped the charts in all contest.
- 2016, Awarded by the Vodafone Gujarat CEO of Gujarat Circle for winning number 1 PAM position of TOP GUN in SME Segment for the month of November 2015.
- 2015, Awarded by Vodafone India Enterprise Business Head Mr. Nick Gliddon for Topping the Contest READY BUSINESS CHAMPIONSHIP among PAN INDIA.



Personal Information

- Date of Birth: 03/26/1985
- Gender: Male
- Nationality: Indian
- Marital Status: Married
- Family Members: Mother, Spouse and 2 Kids (8 Yrs Old Son & 1 Yr Old Son)



Languages

- English  Bilingual or Proficient (C2)
- Hindi  Bilingual or Proficient (C2)
- Gujarati  Bilingual or Proficient (C2)