



LAKSHAMAN KATRE

9561220073

lucky.katre433gmail.com

www.linkedin/in/lakshaman-katre

Nagpur

EDUCATION

Bachelor of Engineering

Mechanical Engineering
Nagpur University
2017

HSC

Maharashtra State Board
2011

SSC

Maharashtra State Board
2009

SKILLS

- Target-Oriented Sales Strategy
- Risk & Fraud Assessment
- Customer Relationship Management (CRM)
- Team Leadership & Motivation
- Loan Management System (LMS)
- Territory Mapping & Dealer Acquisition
- Loan Recovery & Collection Strategies
- Credit Risk Assessment

LANGUAGES

- English
- Hindi
- Marathi

ABOUT ME

Highly motivated and results-driven Relationship Officer with a strong background in finance, seeking to utilize my exceptional interpersonal skills and financial expertise to foster enduring client relationships and drive business growth. Eager to contribute my abilities to a dynamic financial institution to achieve mutual success.

WORK EXPERIENCE

Branch Sales Manager 2024-Present Indostar Capital Finance Ltd.

- Achieved vehicle finance sales targets through dealer & DSA network.
- Built strong market presence and customer relationships.
- Strengthened customer relationships, resulting in higher retention and referral business.
- Streamlined loan processing with credit teams, ensuring fast TAT and 100% compliance.

Relationship Officer 2022-2024 Axis Bank Ltd.

- Effectively managed a portfolio of tractor loan applications, ensuring timely processing, documentation, and disbursement, resulting in a loan approval rate of over 90%.
- Collaborated with regional dealerships and agricultural equipment vendors to establish strong partnerships, leading to an increase in loan referrals and customer base.

Relationship Manager 2020-2022 Kotak Mahindra Bank Ltd.

- Promoted and sold agricultural equipment to farmers, ranchers, and agricultural cooperatives, consistently meeting and exceeding sales targets Senior.
- Conducted market research to identify potential customers and evaluate the demand for specific products, contributing to the development of effective sales strategies.

Senior Relationship Executive 2017-2020 Shriram Transport Finance Company Ltd.

- Managed a portfolio of accounts, overseeing the collection process and minimizing outstanding dues through effective follow-up and negotiation skills.
- Collaborated with cross-functional teams, including marketing and product development, to ensure alignment of sales strategies with product offerings and customer demands.

Personal Information

Fathers Name : Narendra Katre
DOB : 13 July 1993
Address : At Post Garra Bagheda Tah Tumsar
Dst. Bhandara 441912
UID Number : 913040441534
Marital Status : Married