

VAIBHAVV SAXENA

475– A, Talwandi

Kota (Raj)

PIN – 324005

M: 98281 – 35300

Date of Birth: 28/01/1980

saxena_vaibhav@hotmail.com



Dear Sir/Ma'am,

I am a sales-oriented professional with 14 Years' Experience, expertise in client relationship management, customer satisfaction, retention, people management, operation and collection, Credit Operations, maintain profit objectives, and analyze future trends. I possess astute business knowledge, and I have experience contributing to strategic planning while delivering improvements in processes, productivity, and costs.

My 16 Years of Experience in different sector i.e. Telecom (3 Years), Insurance (3.5 Years), Banking (4 Years), Agri Warehousing (3 Years), DSA Business Loans (1.5 Years), Secured & Unsecured Loans

Skill Development Courses : Completed & Perusing

**2022 July– Oct 2022 : “Strategic Sales Management” From IIM Indore
July 2022 To Oct 2022**

Topic Covered

1. Sales 2.0: Effective selling in the VUCA (Volatile, Uncertain, Complex, and Ambiguous) world.
2. Customer-centricity in sales management.
3. Understanding and optimizing the sales process.
4. Strategies for lead generation and channel partner management.
5. An understanding of emerging sales frameworks.
6. Managing Channel Partners
7. Managing Sales Team
8. Emerging Issues In Sales Management

**2025 Sept. – Currently : “ XLRI ” Xavier School of Management Jamshedpur, Executive Development Program In Human Resource Management
2025 September To Currently**

Topic Covered

1. Creating a Business Aligned HR
2. Staffing and Recruitment
3. Ensuring a Legally Compliant HR
4. Employee Engagement and Development
5. Learning and Development
6. Total Rewards and Performance Management
7. Technology, Data and HR Analytics
8. Organizational Design and Change
9. Corporate Social Responsibility (CSR)
10. Risk Management

CERTIFICATE OF MEMBERSHIP

The Society for Human Resource Management (SHRM) certifies that

Vaibhav Saxena

is a member in good standing with all
the privileges and benefits accorded through

9/30/2026

Presented by



Johnny C. Taylor, Jr., SHRM-SCP
President & CEO



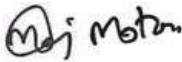
भारतीय प्रबंध संस्थान इंदौर
INDIAN INSTITUTE OF MANAGEMENT INDORE

jigsaw

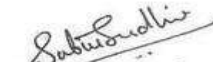
प्रमाणित किया जाता है कि
वैभव सक्सेना
ने जुलाई 2022 से अक्टूबर 2022 के दौरान
भारतीय प्रबंध संस्थान इंदौर
द्वारा आयोजित चार माह का ऑनलाइन
एक्जीक्यूटिव प्रोग्राम इन स्ट्रैटिजिक सेल्स मैनेजमेंट
सफलतापूर्वक पूर्ण किया।



This is to certify that
Vaibhav Saxena
has successfully completed the four months online
Executive Programme in Strategic Sales Management
conducted by
the Indian Institute of Management Indore
during July 2022 to October 2022.



कार्यक्रम समन्वयक
Programme Coordinator
भा.प्र.सं. इंदौर IIM Indore



अध्यक्ष, कार्यपालक शिक्षा
Chairperson, Executive Education
भा.प्र.सं. इंदौर IIM Indore



अध्यक्ष, एकेडेमिक्स एवं सीओओ
Head of Academics & COO
जिगसौ अकाडेमी, Jigsaw Academy

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OBJECTIVE : To be a driving force in the betterment of the organization & self, both as a Team worker as well as an individual through honest, smart working and Intelligent agenda.

Educational Qual. (Kota, Rajasthan) : 12th (Sn/Maths) Rajasthan Edu. Board 1997
B.A. (Economics, Public Ad.) M.D.S. University 2001

IT Qualifications (Kota, Rajasthan) : 2 Year Diploma in software & hardware from TATA INFOTECH (1999 to 2001)

Management Qual : “Executive Program In Strategic Sales Management” From Indian Institute of Management, Indore July 2022 To Oct 2022

“ XLRI ” Xavier School of Management Jamshedpur, Executive Development Program In Human Resource Management September 2025 To Currently

EXPERIENCE : April 2025 – Sept 2025 **Area Sales Manager, Agrizy Fintech (Bizcovery Private Ltd.), Indore (Madhya Pradesh)**

Handling Area : Indore, Ujjain, Bhopal, Dewas, Guna and Other Cities of Madhya Pradesh

Bill Discounting and Supply Chain Finance Product For Agri Traders, Processing Units, Agro processors, Agri Commodity Agri importers, Agri SMEs. Dairy Units, Fertilizer, Pesticides, Seed Manufacturers etc. **Unsecured / Secured. Sales, Operations, Collection.** Product Size 20 Lac to 10 Crore.

Appoint DSA and Generate Business Through DSA

Jan 2025 – April 2025 : **State Head, Aryadhan Financial Solutions, Kota (Rajasthan)**

Bill Discounting and Supply Chain Finance Product For Agri Traders, Processing Units, Agro processors, Agri Commodity Agri importers, Agri SMEs. Dairy Units, Fertilizer, Pesticides, Seed Manufacturers etc. Secured and Unsecured.

Appoint DSA and Generate Business Through DSA

Loan Against Property, Overdraft Limit Against Property

Sales, Operations, Collection. Product Size 20 Lac to 2 Crore

July 2021 – Dec 2022 :

Digitech Systems (DSA) as PARTNER (Business Loans, SME Loans Rural & Urban Areas)
Kota, Rajasthan

Manage a team from different departments i.e. **Sales, Operations, Collection (Business Loans, SME Loans Rural & Urban Areas)**

- Acquire and maintain Business Loans Clients for the Company and Timely Submit Documents to Bank
- Coordinating with credit team for solving the queries of Login, Sanctioning & Disbursement.
- Solving customer queries to help proper functioning of sanctioning & disbursement.
- Achieve the sales revenue target allocated for the defined period.
- Achieve individual targets and grow Company profitability, while maintaining a high service standard and compliance
- Ensure that all DST staff are productive and significantly above the minimum productivity benchmark, so that both the median and average productivity levels increase. To ensure periodic training of Employees on processes/product/policy and timely updates on any changes therein.

2020 June – April 2021

Origo Commodities

Kota, Rajasthan

Agri Commodity Warehousing

Area Manager (Kota & Kota Rural)

(RSWC – Rajasthan State Warehousing Corporation)

(Kota, Siswali, Anta, Atru, Chhabra, Bhawani Mandi, Khanpur, Mandalgarh)

Manage a team from different departments i.e. **Sales, Operations, Collection**

- Major role here to build a business within compliance framework that results in profitable contribution in all the Segments
 - (1) Agri-warehousing,
 - (2) Collateral Management
 - (3) Commodity finance
- Responsible for the business sourcing and overall P & L of the region's business.
- Ensure smooth operations across all locations of the organization in the **Kota Cluster**.
- Maintain close association and liaison with bank officials, major commodity players, Govt. organizations (RSWC, NAFED, RAJFED), and clients.
- Ensuring complete compliance with SOPs as laid down by the organization and relative regulatory bodies.
- Develop a committed team, guide, and lead and motivate team members to achieve the team's business / operational targets and organizational goals.
- Responsible for quality control and management, ensuring 100 % sampling for all commodity deposits, right sampling process, carrying out timely fumigation, rodent control, bird control, and proper aeration.
- Acting as Collateral Manager for pledging loan against WHR.
- Negotiating commercials with different parties for warehousing activities and storing commodities and arranging funds.
- Conducting physical verification of stocks and reconciling with books and following up with accounts center for billing and delivery of material.
- Ensure proper security, insurance & safety aspects at warehouses

2016 Oct – 2019 Sept

Shree Shubham Logistics Limited (SSLL) Kota, Rajasthan

Agri Commodity Warehousing

Area Manager (Kota & Kota Rural, Udaipur & Udaipur Rural)

(Kota, K Patan, Bundi, Ramganjmandi, Baran, Bhawani mandi)

(Udaipur, Chittorgarh, Bhilwara, Nimbahera, Pratapgarh)

Manage a team from different departments i.e. **Sales, Operations, Collection**

- Major role here to build a business within compliance framework that results in profitable contribution in all the Segments
 - (1) Agri-warehousing,
 - (2) Collateral Management
 - (3) Commodity finance
 - (4) NCDEX Deposit
- Responsible for the business sourcing and overall P & L of the region's business.
- Ensure smooth operations across all locations of the organization in the **Kota Cluster & Udaipur Cluster**.
- Coordinating with traders, suppliers, millers, and staff for timely delivery of the goods.
- Maintain close association and liaison with bank officials, major commodity players, Govt. organizations (RSWC, NAFED, RAJFED), and clients.
- Ensuring complete compliance with SOPs as laid down by the organization and relative regulatory bodies.
- Develop a committed team, guide, and lead and motivate team members to achieve the team's business / operational targets and organizational goals.
- Responsible for quality control and management, ensuring 100 % sampling for all commodity deposits, right sampling process, carrying out timely fumigation, rodent control, bird control, and proper aeration.
- Acting as Collateral Manager for pledging loan against WHR.
- Negotiating commercials with different parties for warehousing activities and storing commodities and arranging funds.
- Conducting physical verification of stocks and reconciling with books and following up with accounts center for billing and delivery of material.
- Ensure proper security, insurance & safety aspects at warehouses.
- Guide, support and give training to warehouse executives and supervisors for smooth operations.
- Ensuring Exchange / Non-Exchange / FCI / RSWC / Bank Lien compliances at all locations. Compliances with NCDEX, WDRA, and ISO related compliances.

2015 Aug – 2016 May

M/s Narayan Traders, (FMCG Distributor)

Dhar, Madhya Pradesh

Sales Officer Retail Sales

- Achieving assigned sales targets.
- Giving regular feedback and information on our brand performance and competitive activity to Distributor
- Contribution to Local Activities
- Supervise a team of Sales Officers.
- Responsible for general coordination, scheduling of activities and orientation, Ensuring field discipline, MIS reports
- Launching of products for staying in the market.
- Placing the products in retail outlets for consumer benefit.
- Reporting to Distributor

Deputy Manager, Enterprise Credit

Identify prospects for the lending products of the bank. Ensure proper compliance with various guidelines of the bank and RBI, Covering KOTA & KOTA Rural (Distt. Baran, Distt. Bundi) with a radius of 100 KM

- **Loan against warehouse receipt (Commodity Based Finance)** (offered for agricultural operations with agricultural commodities as securities, including those maintained in Demat form.). Rural & Inclusive Banking Group (RIBG) caters to the Financial Needs of Those Involved in the Commodities Business, such as Farmers, Traders, Processors, and Aggregators. Covering Kota and Kota Rural (Baran, Bundi, Deo, Sumerganjmandi, Nainwa, Anta, Chabra).
- Generate Business Through Channel Partners (NBHC, Star Agri, Origo, etc) Traders, Processors, Transporters, Aggregators, Enterprises, SME etc. in the Agri-sector or Non Agri Sector to Fulfill Working Capital Needs of the Businesses.
- **Working Capital Loans** (Overdraft and Cash Credit facility to traders, processors, transporters, aggregators. Facility against Residential Property/ Commercial Property/ Industrial property.). To Fulfill the Need of Large Rural Agri and Rural Enterprises for the Working Capital Needs of The Businesses
- Building new relationships and interacting with existing SME clients of other banks and suggesting viable solutions / products
- Proficiency in analyzing credit data and financial statements to determine degree of risk involved in extending credit or lending money; suggesting viable solutions / products and cultivating relations with key clients for securing repeat business
- Sound understanding of latest developments in Agriculture financed & SME Finance in developing economies.

MANAGER SALES

Work with Agent Advisor & Business Partners covering Urban and Rural Area.

- Appoint Business Partner & they make their own team, Provide training and monitor development needs of Financial consultants in the Business Partner's team; Provide feedback on Business Partner's performance, particularly those with less experience. Set targets for Business Partner's, review them.
- Identify potential Financial Consultants (Insurance Agents) & Business Partner's based on agreed profiles and ensures recruitment in accordance with the business plan. Providing guidelines, reviewing activities for effective and inspirational leadership.
- Assigning and allocating individual sales target to advisors/ agents & Business Partners and assist them in complicated cases while supporting for micro level strategies to successfully convert deals.
- To identify more Financial Consultants & Business Partner's and to complete recruitment of the financial consultants as expected and communicated by the management, within the given time frame.
- Achieve minimum expected sales target on a consistent basis through own team of Financial Consultants & Business Partner's.
- To continuously review performance of own team of Financial Consultants and Business Partner's to improve their productivity on an ongoing basis.
- Provide training and monitor development needs of Financial consultants in the team; provide feedback on Financial consultant's performance, particularly those with less experience. (Mentor role) Set targets for consultants, review these & consistently raise them.

2007 August – Jan2010
Rajasthan

ICICI Prudential Life Insurance (RURAL CHANNEL)(3 Branches) Kota,

AGENCY MANAGER

Join as Unit Manager and get promotion on Agency Manager in Nov 2008

Work with 81 Advisor covering Urban and Rural Area.

- Total Recruitment more than 340.
- Total FOS 81 and 52 Active.
- PAN Rajasthan No. 1 in recruitment advisor, Win Award For High Recruitment
- No. 2 in business in the branch and 2 times Star of the Month.
- Trained, motivate and supervise Advisor Branch wise.
- Attend Advisor business calls Area Wise & Achieve Branch Wise Target.
- Developed plans and organize new activities with advisor Branch Wise.

2005 March – June 2007

VODAFONE

Kota, Rajasthan

Manager, Vodafone Mini Stores (4 Nos)

Work with 12 sales professionals (Direct & Retail) covering KOTA

- Trained, motivate and supervise sales executives.
- Review Sell of Prepaid, Postpaid, VAS, Bill Collections, Recharge etc
- Developed plans to increase sale of Vodafone Mini Store.
- Developed plan, conduct audits and variance analyses, Process payroll and Maintain/update accurate inventories.
- Cover small, Large corporate & groups give them new connections.

2004 Feb – 2005 Feb

M/S The Desert, (Distributor Hutch Postpaid)

Kota, Rajasthan

Team Leader, Retail Sales

Work with 8 sales professionals covering KOTA

- Increase sale of Postpaid Connections
- Solve customer as well as dealers problem
- Train, motive and supervise Customer Service employees
- Develop plans to increase connections

2003 Feb – 2004 Jan

M/S Raj Cellular, (Distributor Airtel Prepaid)

Kota, Rajasthan

Sales Executive, Retail Sales

Work with 6 sales professionals covering KOTA

- Increase sale of Prepaid Connections
- Solve customer as well as dealer's problem.
- Maintain Dealer Record of prepaid sale.

2001 June – 2003 Jan

M/S DIGITECH, Distributor HP & Compaq Computers

Kota, Rajasthan

Owner

Work with 4 sales professionals covering KOTA.

- Cover sales of computers Local & Corporate Market.
- Quickly and effectively solve customer challenges.
- Maintain quality control/satisfaction records, constantly seeking new ways to improve customer service.
- Develop plan, conduct audits and variance analyses.
- Train, motivates, and supervises Customer Service employees

Personal Information :

Father Name : Mr. Ashok Kumar Saxena(Ret. Chief Engineer from Irrigation Department)
Mother Name : Mrs. Savitri Saxena (Housewife)
Wife : Mrs Divya Saxena (Govt Teacher in Guna, Madhya Pradesh)
KID : Miss Stuti Saxena (13-Year-Old), Mr. Shaurya Saxena (9-Year-Old)

PERSONAL ATTITUDE:

Well-wisher of the community, including individual as well as groups; till the environment does not damage the feeling of GOODNESS.

Punctuality, Strong Willpower, Optimism and to work effectively and efficiently in stressed Conditions are my strengths.

I hereby declare that the particulars furnished above are true, correct and complete to the best of my knowledge and belief. I am ready to provide related testimonials as and when required.

Date:

Place:

(VAIBHAVV SAXENA)