

Shailendra Nageshwar

To be involved in work where I can utilize my skills and creatively involved with firm that effectively contributes to the growth of organization.



shailendra.naarm17@gmail.com

6302243433/8224814334

Hill Side Apartment, 1-8-495/1/A, 4th St,
Patigadda, Begumpet, Hyderabad 500016,
Hyderabad, India

WORK EXPERIENCE

Business Development & Partner Relation Sub-K IMPACT Solutions Limited

06/2020 - Present

Hyderabad, Telangana

Roles & Responsibilities

- **Relationship/Account Manager** for the 15 partners across the verticals (MFI, MSME & ANM) of the Sub-K
- Aided the due diligence and onboarding of the partners at Sub-K
- **Inter-Departmental Liaisoning** : Coordinating with different departments and stakeholders to roll out new initiatives and partnerships
- **Market Intelligence**: Market research to keep track of market trends and innovation

Team Leader for operations of a Microfinance partner

Sub-K IMPACT Solutions Limited

06/2021 - Present

Hyderabad, Telangana

Roles & Responsibilities

- Managing a team of 10 people in this project
- Handling a throughput of ~5000 applications per month
- Ensuring FTR of more than the threshold of 90%
- Owning the P&L of the project from an operation delivery perspective
- Ensuring the training of all the branches/resources under this project
- Ensuring the audit and compliance requirements of the process and branches

EDUCATION

PGDM(Agriculture)

National Academy of Agricultural Research Management

06/2017 - 04/2019

Hyderabad, Telangana

B.Tech. (Agricultural Engineering)

Jawaharlal Nehru Krishi Vishwa Vidyalaya

08/2013 - 04/2017

Jabalpur, Madhya Pradesh

Higher Secondary Education

Jawahar Navodaya Vidyalaya

06/2011 - 04/2012

Balaghat, Madhya Pradesh

Secondary Education

Jawahar Navodaya Vidyalaya

06/2005 - 04/2010

Balaghat, Madhya Pradesh

SKILLS

Market Research

Market Development

MS Office

Product Development

Team Management

Adaptability

Communication

ACHIEVEMENTS

Process improvement in micro-finance operation with Axis Bank.

Reduced turnaround time approx 50% by streamlining the operations and ensuring quality checking from approx. 12 days to 5-7 days.

Increased POS from 60 Cr. to Approx. 100 Cr in four months. (06/2021 - Present)

Increased number of operational branches from 31 to 45 in one Quarter 4 of FY 22-23 in Axis MFI Partnership.

TAB Training of field staff in Aurangabad, Nagpur, Amravati & Chandrapur Region in Maharashtra for RBL Project

PERSONAL PROJECTS

"Study of the supply chain of the micro-irrigation division of NFCL Group" (04/2018 - 06/2018)

- This project was carried out for Nagarjuna Fertilizers and Chemicals Ltd Group, Where I worked in Hyderabad.
- To identify specific areas such as logistics, inventory management where the improvement can be done.
- To find the possibility of digital intervention and mechanism to improve the efficiency & effectiveness and reduce the men power.

"To Understand institutional lending opportunities for Farmers Producer Organisations." (09/2018 - 12/2018)

- This project was carried out for Sub-k Impact Solution Ltd Formerly Known as Basix Sub-k iTransactions Ltd, Where I worked in Uttar Pradesh
- Developed scorecard to determine credit worthiness of FPO for institutional lending.

LANGUAGES

Hindi

Full Professional Proficiency

English

Professional Working Proficiency

INTERESTS

Reading Novels

Travelling

Playing Kho-Kho