# ***Post Applied : Sales Coordinator***

# ***ALLEN GOMES***

# ***Mobile: 09163433153***

# [***Email-***](mailto:Email-soumyashankarde_2@yahoo.com)***ID:*** [***allengomes0304@yahoo.com***](mailto:allengomes0304@yahoo.com)

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***CAREER OBJECTIVE:***

***To work in an organization that appreciates innovativeness, demands analytical. Provide a challenging and performance driven environment and a wide spectrum of experience to grow and excel in my career. I aim to create meaningful contribution to the organization through my skill and abilities and to continuously improve on my professional knowledge and skill.***

***PROFESSIONAL SYNOPSIS***

* ***Result Oriented Professional possessing nearly 19+Years Experience in Career.***
* ***Hardworking, Competent & Efficient.***
* ***Smart, Dynamic & Talented to Play a Positive Role in a Challenging Environment.***
* ***Good Communicator with Excellent Presentation, Team management / Building & Motivation Skills.***

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***COMPETENCIES:***

* ***Analytical thinking***
* ***Business Planning***
* ***Commercial Awareness and Acumen***
* ***Focus***
* ***Influence and Impact***
* ***Resourcefulness***
* ***Account Management***
* ***Coaching***
* ***Concern for Achievement***
* ***Leading the team***
* ***People Development***

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***EMPLOYMENT SCAN:***

***Name of the Company HDB Financial ServicesLtd***

***Designation Branch Manager***

***Duration From May 2018 till date .***

***ROLES & RESPONSIBILITIES:***

***Taking care of Gold loan ,Unsecured and Secured lending business in Howrah with a team of 15 people inclusive of 2 Sales Managers and credit manager directly reporting to me. Also managing the DSA portfolio of Kolkata***

***Also Managing the entire delinquency portfolio of the branch single handedly in Current, 30+ and 90+ bucket***

***Name of the Company ICICI Bank Ltd.***

***Designation Deputy Branch Manager***

***Duration From Feb’2012 till date .***

***ROLES & RESPONSIBILITIES:***

* ***Taking care of the entire operation and sales of the branch including all Asset business of the branch to the tune of 50crores, CASA ,audit and compliance with the help of 18 Value bankers. Also looking after the entire GL of the branch.***

***Name of the Company ICICI BANK LTD.***

***Name of the Company ICICI BANK LTD.***

***Designation Branch Sales Manager***

***Duration From :April’2009 to Jan 2012***

***ROLES & RESPONSIBILITIES:***

* ***To source and process the Home loan files through DST / Branch for speedy disbursals to ensure customer delight.***
* ***Coordinating with empanelled lawyers and technical expert for various legal and technical issues for the disbursement of the cases.***
* ***Recruitment, Training and Managing of DST Channel, Builder Relationship and the Branch Channel.***
* ***Implementing sales programs/strategies to improve the product awareness in markets by brand building and market development efforts.***
* ***Regular training sessions for DST & Branch for Product, Policies and Process of ICICI Bank Home Loans both on and off the field.***
* ***Being on the field and on site with DST’s for site activities, and hand holding of New DST’s for understanding the Home Loan Product.***
* ***Promotion of various R & R programmes among the DST and Branch for desired effect.***

***Designation Asset Desk Manager***

***Duration From Feb’2007 to March ‘2009***

***ROLES & RESPONSIBILITIES:***

* ***To source and process the loan files through Branch for speedy disbursals to ensure customer delight.***
* ***Recruitment, Training and Managing the Branch Channel.***
* ***Implementing sales programs/strategies to improve the product awareness in markets by brand building and market development efforts.***
* ***Coordinating with empanelled lawyers and technical expert for various legal and technical issues for the disbursement of the cases.***
* ***Being on the field and on site with DST’s for site activities and handholding of branch staff for all the products.***
* ***Promotion of all inbound and outbound activities for desired effect.***

***Name of the Company KODAK INDIA PVT. LTD.***

***Designation Executive-Retail Sales***

***Duration From Jan’2006 toDec 2006***

***Name of the Company PEPSICO INDIA HOLDING (P) LIMITED.***

***Designation Customer Executive***

***Duration From Feb’2005 to Dec’2005.***

***ROLES & RESPONSIBILITIES:***

* ***Managed key a/c in kolkata and direct distribution of south kolkata.***
* ***Pivotal in achieving*** 
  + ***Key a/c growth of 42% in the first of the year.***
  + ***Growth of 8% In South Kolkata in the second half of the year where the industry was degrowing by 3%.***
* ***Co-ordinated the major orders of the fat dealers.***
* ***Momentous to bring the O/S of key a/c under control from Rs. 1.10 crores to Rs. 42 lacs within 3 months.***
* ***Streamlined all key a/c regarding their payment and billing patterns.***
* ***Recognised as the Badshah of the Eastern region in the 1st half of the year.***

***Name of the Company TARATALA SOFT DRINKS P LTD.( Coca Cola.)***

***Designation Route Executive***

***Duration From Jan’2002 to Dec’2004.***

***ROLES & RESPONSIBILITIES:***

* ***Achieved a growth of 17% in 2002.***
* ***Handled the key a/c of Chinatown.***
* ***Pivotal in streamlining the supply chain management by proper channel network.***
* ***Tapped all the restaurants of china town from the competitor which gave a growth of 32% in 2002.***
* ***Adjudged the best executive in 2002.***

***Name of the Company COLGATE PALMOLIVE (INDIA) LIMITED.***

***Designation Sales Territory Supervisor***

***Duration From Mar’2000 to Oct’2001.***

***ROLES & RESPONSIBILITIES:***

* ***Handled North East like Tezpur, North Lakhimpur, Tinsukia, Dibrugarh & Agartala.***
* ***Achieved highest growth in the territory in year 2000. (mention figures).***
* ***Pivotal in penetrating rural markets of Arunachal Pradesh.***

***Name of the Company ADVANTAGE MILLENNIUM MARKETING***

***SERVICES P. LIMITED.***

***Designation Business Development Executive***

***(LiabilityDivision)***

***Duration From Apr’1999 to Dec’1999.***

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***SCHOLASTICS:***

***1998 Completed B.Com [Hons] from St. Xavier's College, Kolkata, Calcutta University, passed with 57 % marks.***

***1995 Completed Higher Secondary Examination from St. Xavier's College, under Kolkata, Calcutta University, passed with 51 % marks.***

***1993 Completed Secondary Examination from SSC from St. Xavier's School*** ***West Bengal Board, passed with 61 % marks.***

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***STRENGTHS***

***Good Communication Skill.***

***Smart, Dynamic & Challenging To Play A Positive Role In a Challenging Environment.***

***Sincere & Hardworking.***

***Comprehensive problem solving abilities.***

***Good Leadership Skills.***

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***HOBBIES:***

* ***Playing Cricket and football***
* ***Reading books***

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***PERSONAL DOSSIER:***

***Date of Birth : 30th Jan’1978***

***Fathers Name : Augustine Gomes***

***Gender : Male***

***Marital Status : Married***

***Languages Known : English,Bengali, Hindi***

***Address : 3 Laxmi Narayan Road, Dum Dum Cantonment,***

***Kolkata - 700065***

***Declaration - I hereby declare that all the Information Furnished Above are true to the best of my Knowledge.***

***Date: 08.01.2018***

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*Place: Kolkata (ALLEN GOMES)*