

Resume



Name: - ANIRBAN BHADRA

Email Id: - anirbantiton@gmail.com / anirbanbhadra.officials@yahoo.com

Contact No. 8621845250

Address: - East Kodalia, New Barrackpore, Kolkata-700131, West Bengal

LinkedIn: - [linkedin.com/in/anirban-bhadra-20254b12b](https://www.linkedin.com/in/anirban-bhadra-20254b12b)

Skype Id: - live: cid.b1d2f90da42eb444/cid.296d841da3347036

CAREER OBJECTIVE: -

To work on a challenging job profile which provides an opportunity to enhance my technical skills and knowledge, this could provide me an insight into new aspects. So that it would be helpful for my career.

Work Experience: -

Deputy Manager

IDFC First Bank Limited

Kolkata

09/2023-Present

1. Identify prospective clients by obtaining and validating relevant background information from a variety of market sources, analysis client needs, identifying suitable service offerings, and assessing the clients' strategic fit with the organization criteria.
2. Advise retail clients on their personal financial needs and objectives by analyze their financial needs and objectives, ongoing servicing of retail client accounts and identify any potential opportunities for extending basic banking services.

Deputy Manager

Kotak Securities Limited

Kolkata

01/2023-08/2023

1. Assist senior management in executing innovative broking products, aiming to achieve the business goals and improve customer experience.
2. Understand the market situation and availability of new product, conduct market analysis, and propose enhancement recommendations.

Territory Manager

Motilal Oswal Financial Services Limited

Kolkata

05/2021-10/2022

- 1. To generate leads & identify decision makers within targeted leads and initiate the sales process.**
- 2. To set up and deliver sales presentations, product/service demonstrations on daily basis.**
- 3. To penetrate all targeted products and originated sales opportunities for the company product & services.**

Assistant Manager

Bandhan Bank Limited

Kolkata

07/2019-07/2020

1. Responsible for overseeing all activities in regards to opening new corporate accounts.
2. Bringing crucial findings in front of the management & providing solution by consultation and suggestion.
3. Motivating, Training & Handholding my team members towards month end goals.
4. Responsible for creating a strong network relationship of corporate clients.

EDUCATIONAL QUALIFICATION:-

| Examination | Year of Passing | Board/ University | Percentage of Marks (%) |
|--|-----------------|----------------------|-------------------------|
| MBA Major : Marketing Minor : Finance | 2019 | MAKAUT (WBUT) | 6.44 DGPA |
| B.SC. (Zoology) | 2016 | WBSU | 53% |
| Higher Secondary (10+2) | 2013 | WBCHSE | 50% |
| Secondary | 2011 | WBBSE | 67% |

Technical Skill:-

1. HTML, HTML5, CSS, XHTML, XML.
2. Microsoft Office including MS Excel (Basic + Advance)
3. MS-SQL.
4. Javascript.
5. MS Powerpoint.

SKILL & COMPETENCIES

1. Team Building & Management.
2. Communication.
3. Business Development.
4. Market Research.
5. Business Analysis.
6. Negotiations.

EXTRA CURRICULAR ACTIVITY:-

1. Participated in Inter College Cricket Tournament organized by Heritage Educational Institute in 2018.
2. Participated in Inter College Photography competition organized by Heritage.

ACHIVEMENTS:-

1. Achieved certificate on HBS Business Fair Project conducted by Heritage Business School.
2. Awarded Champion in Inter College Cricket Tournament organized by Heritage Business School.

ACADEMIC PROJECT:-

MBA SUMMER INTERNSHIP PROJECT:-

1. Company Name: - FUTURE GROUP.
2. Project Name: - CATCHMENT ANALYSIS OF FASHION AT BIG BAZAAR.
3. Major work done: - Sales & Business Development
4. Internship Tenure: - 3 months.
5. Researched demographic data to determine optimal.
6. Targets, competitor offering and tactics for persuasion.
7. Provide exceptional customer service.
8. Developed and implemented comprehensive sales person
9. Business decision-making and planning.

Personal Details

1. Father's Name : - Ashim Kumar Bhadra.
2. Mother's Name : - Krishna Bhadra.
3. Date of Birth :- 23/11/1994
4. Home Town : - Kolkata.
5. Language Known : - English, Bengali, Hindi.
6. Hobbies : - Cricket & Photography.

Declaration

I, hereby declare that all the information furnished above is true to my credentials.

Place: - Kolkata

Date :- 24.05.2024