**AJIT SINGH**

B-8, Rabindra Nagar.Kolkata – 700018.

Mobile: 9830309428

Email :*singhajit1902@gmail.com*

***Profile Summary:***

Seeking a challenging position in Sales/Marketing that will encourage full usage of skills and

Experience, and thus promote continued professional growth.

***Professional Summary***

**HDB Financial Services Limited - Kolkata 03.07.2018 to till date**

***Sales Manager(Mortgage)***

**Key responsibilities are:**

**1.**Looking after Channel LAP Business.

**2.**Monitoring and driving channels for business generation.

**3.** Monitoring Sales, login and approval MIS.

**4.** Co-ordination with Credit Team for Query Resolution, PD arrangement , Case Approval,Vendor Management(Legal & Technical).

**5**.Enrolling new channels for business development.

**6**.Managing Portfolio and Customer Retention.

**Me Hin Tech Edge Solutions ( Associate company of Capital First Ltd) 06.11.2017 to 30.06.2018**

***Channel Business Manager***

**Key responsibilities are:**

**1.**Looking after Channel PL Business (Salaried and Self employed).

**2.**Monitoring and driving channels for business generation.

**3.** Monitoring daily sales, login and approval MIS.

**4.** Co-ordination with Branch Service Team for different process related queries (from login a

fresh application to till disbursement the same ) and resolve as soon as possible.

5.Enrolling new channels for business development.

**HDB Financial Services Limited - Kolkata June 2008 to 03.11.2017**

***Sales Manager***

**Key responsibilities are:**

**1.**Looking after Business (PL, IMPL, BL and LAP).

**2.**Monitoring and driving team member for business generation.

**3.** Co-ordination with Branch Manager and Branch CreditManager for customer PD.

**4.** Meeting Branch targets.

**IndiaBulls Financials Services Ltd September 2006 to May 2008**

***Senior Sales Officer***

a)Looking after Business of Personal loans And Insurance

b) Meeting monthly Target

c) Customer relationship management.

**HBL Global Pvt Ltd May 2005 to August 2006**

***Sales Officer***

a) Looking after Business of Personal loans.

b) Customer acquisition from various channels and DSAs.

**ICICI Bank Limited (DST) August 2003 to April 2005**

***Sales Executive***

a) Achievement of individual targets for PL

b) Maintaining portfolio quality and WIRR.

**Manjushree Infotech Pvt ltd January 2001 to July 2003**

***Data Processing Executive***

a) Handling Overseas Clientele

***Academic Qualifications:***

B. Com from Calcutta University - 1999

Higher Secondary (XII) from West Bengal Board – 1997

Secondary (X) from ICSE – 1995

***COMPUTER SKILL:***

Completed E-Dast(Diploma in advanced software technology) from CMC in 2001

***Personal Details:***

Date of Birth :19thFeb 1979

Marital Status :Married

Current Address : Kolkata

Language Proficiency : Bengali, Hindi and English.

I am willing to learn and adapt new challenges. I am a consistent, self-motivated, quick learner and good team player with leadership abilities. I have excellent work ethics, with strong analytical and leadership qualities. I am in search of an organization where I can get more exposure and can grow with the company. I can work in any odd hours and I am always ready to relocate myself on a short notice.

**With warm regards**

**Ajit Singh**

**Date:**