

AMIT KUMAR MISRA

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Kolkata



ABOUT SELF

• Brief Introduction

- * MBA with more than 14 years of experience.
- * More than 10 years of team handling experience.
- * More than 12 years of bancassurance experience.
- * Won MD & Ceo award for 5 years in a row.
- * Was Pan India top performer for 5 years in a row.

OBJECTIVE

To enhance my professional skills, capabilities and knowledge in an organization which recognizes the value of hard work and trusts me with responsibilities and challenges.

EXPERIENCE

April 2024 -
Present

Sbi cards and payment services limited

Senior manager - Regional manager

ROLE:

- Responsible for driving sales of credit cards through SBI and Partnership bank branches.
- Administering 1 Module, 500+ branches, 3 managers and 350+ field sales executives.
- Portfolio management in a non metro market in line with operating plan.
- Execute collection strategy for the region and track performance.
- Manage credit loss/collection effectiveness and recovery/portfolio health indicators/productivity and cost.
- Manager CD level resolution, Nrm, RB targets achievements basis operating plan.
- Manage settlement loss targets basis operating plan for the region.
- Monitor agency payout in line with the business p&l and ensure billing within defined timelines.
- Track and generate daily MIS of region for performance update.
- Ensure cases are allocated across agencies within defined timeline.
- Responsible for leading team of agency managers for conducting and monitoring field collection processes.
- Responsible for hiring, training, retention & attrition.
- Communicate targets across team/vendor's and coordinate with internal & external stakeholders through structured review mechanism.

Nov 2018 -
March 2024

Sbi cards and payment services limited

Manager - Area sales manager

ROLE:

- Administering 1 Module, 500+ branches, 3 managers and 350+ field sales executives.
- Looking after everything from COA, operations, processing, audit, recruitment of nfte's to Acquisition and profitability.
- Responsible for driving sales of credit cards through SBI and Partnership bank branches.
- Managing team and channel partners and maintain healthy relationships for business growth
- Building and nurturing relationships with Key employees, General manager's and DGM's of SBI.
- Ensuring expansion of customer base for credit card while keeping focus on sourcing within assigned cost of acquisition, proper sourcing mix, paid premium cards and x sell insurance target on credit cards.
- Handling customer's queries, escalations and resolving the same within tat with 100% customer's satisfaction.

ACCOMPLISHMENT:

- Was PAN INDIA No 1 ASM for continuously 5 years.
- Won MD & CEO award for 5 years in a row.

May 2016 -
Oct 2018

Sbi cards and payment services limited

Assistant Manager - Area sales manager

ROLE:

- Administering 2 Regions, 100+ branches and 100+ field sales executives.
- Looking after everything from COA, operations, processing, audit, recruitment of nfte's to Acquisition and profitability.
- Responsible for driving sales of credit cards through SBI and Partnership bank branches.
- Managing team and channel partners and maintain healthy relationships for business growth
- Building and nurturing relationships with Key employees, General manager's and DGM's of SBI.
- Handling customer's queries, escalations and resolving the same within tat with 100% customer's satisfaction.

Aug 2014 -
May 2016

HDFC BANK LIMITED

Sales manager - Auto loans

ROLE:

- Handling a team of 15 FOS and driving their productivity level.
- Looking after auto loan sales via Digital channel and Open market
- Achieve disbursement target through lead generation.
- Ensure target channels achieve their target with requisite conversions.
- Ensure healthy lead generation to lead conversion ratio.

ACCOMPLISHMENTS:

- Efficiently looking after a monthly business of 2.0 Cr (INR).
- Increased sale of the channel to more than 100% within a year.

Oct 2013 -
Aug 2014

Apollo Munich health insurance

Sr channel sales manager- bancassurance

ROLE:

- Driving health insurance business from CANARA BANK branches of WEST BENGAL. • To sell insurance products through Canara bank branches by building long term relationship with the bank.
- Providing complete after sales service to the clients.
- Responsible for sale completion by felicitating completion of medical reports and ensuring prompt issuance of policy.
- Build long term relationship with stakeholders.

ACCOMPLISHMENTS:

- 1st employee of the area and increased the sale from 0 to 200 policies per month in 9 months.

July 2012 -
Sep 2013

BAJAJ ALLIANZ LIFE INSURANCE COMPANY

Sales manager - bancassurance

ROLE:

- Driving life insurance sales from 3 states (West Bengal, Orissa and Jharkand)
- Building relationship with DSA's and channel partners for generating business on consistent basis.
- Ensure weekly targets are achieved in line with monthly sales.
- Handling sales, generating leads, closing sales, primary level of relationship management, relationship with channel partners, training of the channel partner, query resolutions.

ACCOMPLISHMENTS:

- Efficiently looking after a monthly business of Rs 80 lakhs (INR).
- Appreciated for booking highest single ticket BALIC premium of Rs.19,39,109 /in CE.
- Appreciated for booking highest single ticket BALIC premium of Rs. 24,50,000/in LAP.

July 2010 -
May 2012

ICICI LOMBARD GENERAL INSURANCE COMPANY LIMITED

Unit sales manager - bancassurance

ROLE:

- Generating general insurance business from Icici bank branches.
- Building relationship with the bank and stakeholders.
- Evolve, drive and manage sales promotion activity.
- Handling sales, generating leads, closing sales, primary level of relationship management, relationship with channel partners, training of the channel partner, query resolutions.

ACCOMPLISHMENTS:

- Efficiently looking after a monthly business of Rs 15 lakhs (INR).
- Recognised as STAR PERFORMER in ICE (Insurance cross sell to existing clients).
- Was the best performer in ICE vertical.

EDUCATION

2008-10

EIILM kolkata
M.B.A

2003-2006

NSHM Academy
B.B.A

2003

Kendriya vidyalaya
Higher Secondary

SKILLS

- Team leader & team player
- Negotiation & communication
- Cross selling

ACHIEVEMENTS & AWARDS

- Won MD & CEO Award for 5 years in SBI cards. •Was PAN INDIA NO 1 ASM for 5 years in SBI cards.

PERSONAL DETAILS

- Date of Birth : 31/07/1985