



## AMIT KUMAR MISRA

Kolkata

9674829013 | amitmisra.mmg@gmail.com

### 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

- **Sbi cards and payment services limited**

April 2024 - Present

Senior manager - Regional manager

**ROLE:**

- 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 and attrition.
- Communicate targets across team/vendor's and coordinate with internal and external stakeholders through structured review mechanism.

- **Sbi cards and payment services limited**

Nov 2018 - March 2024

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.

- 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.

May 2016 - Oct 2018
  
- 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.

Aug 2014 - May 2016
  
- 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.

Oct 2013 - Aug 2014
  
- 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 2012 - Sep 2013
  
- 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.

July 2010 - May 2012

## Education

- [EILM kolkata](#) 2008-10  
M.B.A
- [NSHM Academy](#) 2003-2006  
B.B.A
- [Kendriya vidyalaya](#) 2003  
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