

# DEBASISH MAJUMDAR

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Vill: Hiragachi Kulari P.O.:  
Baikunthapur P.S.: Shaktigarh Dist:  
Purba Bardhaman State: West Bengal



## OBJECTIVE

Sales professional with 5+ years experience in lead generation and lead qualification, proven customer service, and communication skills to effectively fill the Required Role in your Organization.

## EXPERIENCE

21/09/2020  
- Till now

### Satya MicroCapital Limited

Sr. Entrepreneurship Development Officer

- Ensures managing and handholding assigned clients.
- Ensures expected yield is being maintained out of generated portfolio
- Ensured achievement of login and disbursement and Revenue targets assigned month on month basis
- Ensures Proposing and conducting marketing activities
- Ensures Lead Generation, Lead Conversation
- Ensure Sourcing of Secured Loan Business
- Ensures TAT adherence, customer service and customer query resolution
- Ensures Health of the portfolio
- Coordinates with Credit/ Business for monthly budget

02/05/2016  
-  
08/09/2020

### Bharat Financial Inclusion Limited (Formally known as SKS Microfinance Ltd.)

Sangam Manager

- Generating leads and meet sales goal.
- Good interpersonal skills and understanding the sales process and dynamics.

## EDUCATION

2014

### Rajib Gandhi Computer Shaksharata Mission

Diploma In Office Automation & Publishing  
A+

2013

### Burdwan University

Graduate in B.A.  
47.77%

2010

### Barsul CDP High School under West Bengal State Council Of Higher Secondary

Higher Secondary  
62.60%

2008

### Barsul CDP High School under West Bengal State Board Of Secondary Education

Madhyamik Pariksha  
56.30%

## SKILLS

- Knowledge of Market, Loan Product, Legal and technical aspects of security Business Analysis Skills Computer knowledge (MS Office, Outlook) / Ease of technology usage (tablet/smartphone) KYC norms/guidelines for Secured Loans Basic Knowledge of security- hypothecation and mortgage Communication Skills - fluent in the local language & can read-write basic English and Hindi.
- Time management Customer relations management Achievement/performance oriented Possesses good interpersonal skills Willingness to travel & relocation as per business requirements and career opportunities.

## ACHIEVEMENTS & AWARDS

- 1. MFIN Micro-Credit Officer Certificate Owner with 8.8 score. 2. A+ Audit Grade achiever back to back 9 months. State top ten Sr. EDO in Satya Microcapital Ltd. 3. Outstanding Sangam Manager Award at Bharat Financial Inclusion Limited.

## LANGUAGE

- 1. Read - Bengali, Hindi, English. 2. Write- Bengali, Hindi, English.

## PERSONAL DETAILS

- Date of Birth : 20/02/1992
- Marital Status : Single
- Nationality : Indian



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