



SRIMANTA DAS

TERRITORY MANAGER - PERSONAL
LOAN & BUSINESS LOAN

Details

Vill : Amtala Adarshapally, PO:
Kanyanagar, PS: Bishnupur, DIST:
South 24 parganas, Kolkata,
743398, India
8442838618
srimantadas2323@gmail.com

NATIONALITY

indian

DATE / PLACE OF BIRTH

18/04/1992
kolkata

Links

[LINKED IN](#)

Skills

on Computer Application.
(MS-Office, DOS, Windows,
Word, Excel, Internet etc.)

Hobbies

Playing Cricket , music , drawing

Languages

Bengali

English

Hindi

Profile

I am passionate about working with the best people and offering customers the best service. I am cheerful, ambitious and enthusiastic individual whose career to date has equipped me with the skills and experience needed to manage a successful banking sales. I am the type of person who gets a kick out of going above and beyond the call of duty and has the proven leadership skills along with the necessary tenacity required to get the most demanding of jobs done.

Right now I am looking for an opportunity to build a career with a company that has a friendly, flexible working environment where I can learn, develop and achieve my career goal.

Employment History

Territory Manager, IDFC FIRST BANK LTD, Kolkata

MARCH 2018 – JULY 2020

- Training and motivating to team member.
- Organize sales plan and achieving sales targets.
- Maintaining accurate records.
- Negotiating contracts and packages.
- Aiming to achieve monthly targets.
- Drive sales targets with team.
- Client interaction and maintaining a good relationship with the customer.
- Implement and strategy taken for business growth.
- Doing business plan to growth by taken ownership.
- Served as a friendly, hardworking, and punctual employee.
- Organized and prioritized work to complete assignments in a timely, efficient manner.
- Worked with honesty and integrity every step of the way.
- Effectively supported various company initiatives with a range of timelines.

TEAM LEADER (PERSONAL LOAN- DIGITAL CHENEL),

Organization AXIS SECURITIES LTD., kolkata

JUNE 2017 – FEBRUARY 2018

- Training and motivating to team member.
- Organize sales plan and achieving sales targets.
- Maintaining accurate records.
- Negotiating contracts and packages.
- Aiming to achieve monthly targets.
- Drive sales targets with team.
- Client interaction and maintaining a good relationship with the customer.
- Logging/Applying the loan in the company provided system.
- Organized and prioritized work to complete assignments in a timely, efficient manner.
- Served as a friendly, hardworking, and punctual employee.

Customers Relationship Executive, TATA CAPITAL FINANCIAL SERVICES LTD., Kolkata

DECEMBER 2015 – JUNE 2017

- Demonstrating and presenting loan products to clients.
- Establishing new business with new customers.
- Maintaining accurate records.
- Negotiating contracts and packages.
- Aiming to achieve monthly targets.
- Collecting document and verifying it for next step processing.

- Client interaction and maintaining a good relationship with the customer.
- Logging/Applying the loan in the company provided system.
- Fore closing any existing loan of the customer

Acquisition Manager Personal Loan., INDUSIND BANK LTD., Kolkata

MAY 2015 — SEPTEMBER 2015

- Demonstrating and presenting loan products to clients.
- Establishing new business with new customers.
- Maintaining accurate records.
- Negotiating contracts and packages.
- Aiming to achieve monthly targets.
- Collecting document and verifying it for next step processing.
- Client interaction and maintaining a good relationship with the customer.
- Logging/Applying the loan in the company provided system.
- Fore closing any existing loan of the customer.

Banking and Finance, HBL GLOBAL PVT LTD.(AN ASSOCIATE OF HDFC BANK LTD), Kolkata

APRIL 2014 — MAY 2014

- Demonstrating and presenting loan products and credit card to clients.
- Establishing new business with new customers.
- Maintaining accurate records.
- Negotiating contracts and packages.
- Describing various plans and scheme of credit card.
- Aiming to achieve monthly targets.
- Collecting document and verifying it for next step processing.
- Client interaction and maintaining a good relationship with the customer.

Education

B.COM, Calcutta University, Kolkata

2013

Higher Secondary, West Bengal Counsel of Higher Secondary Education, Kolkata

2009

Secondary, West Bengal Board of Secondary Education, 2007

2007

Area of strength

- Dedicated and Self Motivated.
- Driven to learn and apply new ideas.
- Easily adjustable and flexible in any environment.
- Hard working and have a 'never say die' attitude.

Deceleration

I hereby declare that all the above mentioned details are true and correct to the best of my knowledge.

Date:

Place:

(Srimanta Das)