

## **Deepak Kumar**

NP1/3, Netaji Pally, Aswininagar

Jagatpur Bazar, Baguiati, Kolkata- 700059

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## **PROFESSIONAL ACHIEVEMENTS:**

To achieve a challenging position in a desired organization, where I can prove my capabilities and strength with organization's goals and objectives

### **Achievements in Career:**

- Feeling proud to inform that-"I am the **only employee belong to SBB BUSINESS LOAN**, who has got promoted in FY-2017-2018 pan India" from SBB BUSINESS LOAN (Organization – Axis Securities Ltd.)
- Qualified & Achieved International Contest in FY- 2016-2017 (Organization – Axis Securities Ltd.)
- Qualified & Achieved International Contest in FY- 2017-2018 (Organization – Axis Securities Ltd.)
- Constant winner of monthly Star award for all round performance.
- Qualified & Achieved GOA Contest in FY- 2020-2021 (Organization – Utkarsh Small Finance Bank.)

## **Highlights:**

- **An Achievement driven, high performance individual with more than 5 years of experience in the field of Business Development and marketing with a proven track record in delivering best sales & service experience.**
- **Distinction of qualifying various Login and Disbursement contests throughout the financial year.**
- **Taking care of each and every files of SBB BL team Kolkata from Login to Disbursement along with Lead distribution to entire team members of SBB Business Loan**

## **PROFILE SUMMARY:**

### **1. Utkarsh Small Finance Bank (10<sup>th</sup> June'19 to Present)**

- **Department-** MSME –Secured & Unsecured (LAP, PL and Business Loan)
- **Designation-** Senior Executive

▪ **Job Role-**

- Manage the channel network & Branch vertical for sourcing MSME Loan (Secured & Unsecured) to clients.
- Analyze capital structure, income statements and provided financials solutions to the clients, structured credit approval memos and managed client on boarding process.
- Identifying/ Prospecting and acquiring new clients for the business segment on both liability and asset functions, with companies ranging from a turnover of 10 lakhs to 5 crore.

**2. Axis Securities Ltd (4<sup>th</sup> Aug'16 to 07<sup>th</sup> June'19)**

▪ **Department-** SBB- BUSINESS LOAN

▪ **Designation-** Senior Relationship Officer (Joined as RO, Promoted as SRO)

▪ **Job Role-**

- Identifying / Prospecting and acquiring new clients on the premium business banking as well as premium personal banking segments, in turn producing new business opportunities for the Bank.
- Understanding client's long term short term financial requirements / goals and their needs on working capital requirements, in turn helping them in finding out the right products and services
- Knowledgeable with a proven track record of cross selling other retail liabilities and assets viz insurance, MF etc.

**3. Sanjivani Portfolio Services Pvt Ltd ( June'15 to July'16)**

▪ **Department-** HL, LAP & Business Loan

▪ **Designation-** Sales Executive

▪ **Job Role-**

- Driving new client acquisition efforts by interacting & developing rapport with all external/ internal constituents of clients at levels; for maximum client retention and achievement of revenues.
- Understanding client's long term short term financial requirements / goals and their needs on working capital requirements, in turn helping them in finding out the right products and services
- Networking with channel partners and providing them detailed knowledge; resulting in deeper market penetration and reach

**LINGUISTIC PROFICIENCY:**

Language	Read	Speak	Write
English	Yes	Proficient	Yes

Hindi	Yes	Yes	Yes
Bengali	No	Proficient	No

### **Academic Qualifications:**

Graduation (Bachelor of Commerce)- : 2016  
 Higher Secondary - : 2011  
 Secondary : 2009 –

### **Personal Details:**

Communication & Present Address	NP1/3, Netaji Pally, Aswininagar, Jagatpur Bazar, Baguiati, Kolkata- 700059
Permanent Address	Vill-Amarpur, PO+PS- Amarpur, Dis-Banka, State- Bihar, PIN- 813101
Date of Birth	05-10-1994
Father's Name	Sri Binod Mandal
Nationality	Indian
Religion	Hindu
Gender	Male
Marital Status	Single

Date-

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Deepak Kumar