

DIPANKAR SHIL

Address: Kaipukur Sukanta Sarani, P.O – Akrapur, PS – Habra, Dist – 24 PGS (N), W.B, 743263.

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Objective: To grow with the organisation by acquiring knowledge, skills, expertise and share to enhance abilities and responsibilities for the profitability of the organisation.

Present Organization:

UJJIVAN SMALL FINANCE BANK LTD.

Designation & Department: Relationship Officer – Vehicle Finance (TW, E3W, MMCV & Used Car)

Duration: From 3rd of December 2019 onwards

Responsibilities:

- ✓ Dealing with TW, E3W, MMCV & Used Car Loans.
- ✓ Developing the markets & Propose New Dealer enrolment as per norms.
- ✓ Maintain Adequate Dealer Relationships.
- ✓ Achieve and Exceed targets set for Number and Value of Vehicle Loans.
- ✓ Continuous market visit to analyze the customer needs.
- ✓ Basic knowledge of Branch Banking & also Cross Sell the Banking Products.
- ✓ Responsible for the monthly Branch Activity of Vehicle Loans at market for better understand the customers need & generate the new leads also.
- ✓ Overall responsibility to deal with Login sourcing & follow process related to Disbursal of loans and Collections thereof.
- ✓ Resolve the Queries of Team Members and Dealers also.
- ✓ Also maintain the daily basis login & disbursal data of Branch.
- ✓ Follow-up Customers & visit their house also for monthly EMI repayment purpose.
- ✓ Visit the Centre Meetings of Group Loan with CROs for new leads generate purpose.
- ✓ Basic knowledge of Branch Banking & Micro Banking.
- ✓ Also do the banking others products like CASA, FD, RD, IL & LI etc.
- ✓ All day to day running works.

Previous Organization:

INCRED FINANCIAL SERVICES LTD.

Designation & Department: Sales Executive/Associate – Two Wheeler Loan

Duration: From May 2018 to November 2019

Responsibilities:

- ✓ Responsible to lunch the Two-Wheeler Loan in the market of Kolkata location with my Team Leader.
- ✓ Attending the dealerships which were allocated to me and performing as guide to the customers to know their proper needs & requirements about the Two Wheeler Loan.
- ✓ Worked extra hours and visit showroom to showroom in order to acquire new customer which not only help me to achieve my target but also kept my name on top among all the members.
- ✓ Establishing Dealer & Customer networks.
- ✓ Coordinate with the team members.
- ✓ Maintain all KYC in Proper way.
- ✓ Handle telephone enquiries & customer follow-up for EMI repayment purpose.
- ✓ All day to day running works.

SHRIRAM CITY UNION FINANCE LTD.

Designation & Department: Recovery & Product Executive – Two Wheeler Loan

Duration: From Jan 2017 to May 2018

Responsibilities:

- ✓ Deal with Two Wheeler Loan as a Product Executive & Recovery Executive Also.
- ✓ Responsible to deal with Login sourcing & disburse of Two Wheeler Loan.
- ✓ Responsible for the Customer follow-up for EMI repayment purpose.
- ✓ Visit the Customer house for residence verification purposes.
- ✓ And also visit the Customer house for EMI repayment recovery purposes.
- ✓ All day to day running works.

Educational Qualifications:

- ❖ **Masters of Arts:** From RBU in the year of 2017.
- ❖ **Bachelor of Arts:** From WBSU in the year of 2015.
- ❖ **Higher Secondary:** From WBCHSE in the year of 2011.
- ❖ **Matriculation:** From WBBSE in the year of 2009.

Technical Skill & Functional Knowledge:

- ❖ Diploma in Information Technology Application from YCTC.
- ❖ Ability to Plan and Coordinate with Team Members.
- ❖ Managing Customer Relations & Service.

Personal Details:

- ❖ **Date Of Birth:** 05th Dec, 1993
- ❖ **Father's Name:** Dayamay Shil
- ❖ **Mother's Name:** Krishna Shil
- ❖ **Gender:** Male
- ❖ **Religion:** Hindu
- ❖ **Nationality:** Indian
- ❖ **Languages Known:** English, Hindi & Bengali
- ❖ **Hobbies:** Listening Music & Traveling With Friends.

Declaration:

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

Date:

DIPANKAR SHIL

Place: