

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:

➤ KOTAK MAHINDRA BANK LTD.

Designation & Department: Senior Sales Executive –Vehicle Finance (Used Car, CV & Tractor)

Duration: From 19th of April 2021 onwards

Responsibilities:

- ✓ Dealing with Used Car, Used Commercial Vehicle Loan And New & Used Tractor Loan.
- ✓ Taking care of this New & Used Vehicle Loan Business all across the 2 Territory of West Bengal (**North 24 Parganas** & Some Parts of **Kolkata**).
- ✓ Interaction with Dealers, Sub-Dealers & DSA Channels for Business Sourcing.
- ✓ Propose the Dealers & DSA for code opening/enrollment as per norms.
- ✓ Continuous market visit to analyze the Customer & Dealers needs.
- ✓ Conducting various marketing activities for Brand Promotion & Business Growth.
- ✓ Assets Verification & House Verification of the Cases under processing.
- ✓ Responsible for Vehicle Valuation, Login Sourcing, Disbursement & Collection Thereof.
- ✓ All day to day running works.

Previous Organizations:

➤ UJJIVAN SMALL FINANCE BANK LTD.

Designation & Department: Relationship Officer – Vehicle Finance (TW , E3W & SCV)

Duration: From December 2019 to 12th April 2021

Responsibilities:

- ✓ Deal with Two Wheeler, Electric 3 Wheeler & Small Commercial Vehicle Loan.
- ✓ Responsible to handle 4 Rural Branch & 1 Urban Branch business of Vehicle Loans.
- ✓ Developing the markets & Propose the New Dealers enrolment as per norms for Open Market Businesses.
- ✓ Maintain Adequate Dealer Relationship for Business Growth.
- ✓ Achieve and Exceed targets set for Number and Value of Vehicle Loans.
- ✓ Overall responsibility to deal with Login sourcing & follow process related to Disbursal of loans and Collections thereof.
- ✓ Resolve the Queries of Branch Channel and Dealers also.
- ✓ Visit the Group Loan Centre with Micro Banking team member for new leads generation.
- ✓ Basic knowledge of Branch Banking & Micro Banking.
- ✓ All day to day running works.

➤ INCRED FINANCIAL SERVICES LTD.

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

Duration: From May 2018 to November 2019

Responsibilities:

- ✓ Joined the company at the time when they were starting their business of TW Loan in Kolkata Location.
- ✓ Responsible to develop the New Business & New Dealer Enrolled.
- ✓ Responsible to deal with login sourcing & disbursed of TW Loan.
- ✓ Attending the dealerships which were allocated to me and performing as guide to the customers to know their proper needs & requirements about the TW Loan.
- ✓ Developing the markets & Propose New Dealer enrollment and On-boarding as per norms.
- ✓ 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 & 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:

Place:

DIPANKAR SHIL