Address: 39/A,Naskar Para, Bansdroni,Roynagar, Kolkata 700070

Mobile : +91 7003133472

Email : intw@rediffmail.com

INDRAJEET TEWARI

**Experience:**

 **JUNE’2**019----cONTINUE……

HDFC BANK LTD.

 **Role: SALES MANAGER**

1. Looking after the entire East Kolkata for Gold loan through Branch itself.
2. To prepare plans individually for effective search of sales leads & prospects along with the team.
3. To Check accurate DSR on a regular basis.
4. To do CRM on a regular basis.
5. Recruiting and managing DSA channels.
6. Supervising the daily activities of executives and maintaining daily MIS of the same.
7. To confer with credit managers to aid in resolving loan application to disbursal issues.
8. To handle customer complaints and to take appropriate action to resolve them.
9. To negotiate payment arrangements with customers who have delinquent payment track record.
10. To update job knowledge by participating in training opportunities & by maintaining personal networks.

 **S**EP’2017----MAY'2019

Neogrowth credit pvt. LTD.

 **Role: CITY/CLUSTER MANAGER**

1. Looking after the entire Kolkata for Business loan especially MCA & NOPOS.
2. To prepare action plans individually for effective search of sales leads, prospects, referrals & DSAs.
3. To maintain accurate DSR.
4. To provide timely feedback to senior management regarding sales performance of the team.
5. Recruiting and managing Referral channels.
6. Supervising the daily activities of executives and maintaining daily MIS of the same.
7. To confer with credit managers to aid in resolving loan application to disbursal issues.
8. To handle customer complaints and to take appropriate action to resolve them.
9. To negotiate payment arrangements with customers who have delinquent payment track record.
10. To update job knowledge by participating in training opportunities & by maintaining personal networks.

MAR’2017----SEP’2017

BAJAJ FINSERV LTD.

 **Role: AREA SALES MANAGER**

1. Looking after the entire Kolkata for Salaried Home loan & Personal Loan.
2. To prepare action plans individually for effective search of sales leads, prospects, referrals & DSAs & tie up with reputed builders for Business.
3. To maintain accurate DRR.
4. To provide timely feedback to senior management regarding sales performance of the team.
5. Recruiting and managing Personal sales force depending on the volume of the business.
6. Supervising the daily activities of sale executives and maintaining daily MIS of the same.
7. To confer with credit managers to aid in resolving loan application to disbursal issues.
8. To handle customer complaints and to take appropriate action to resolve them.
9. To negotiate payment arrangements with customers who have delinquent payment track record.
10. To update job knowledge by participating in training opportunities & by maintaining personal network.

Sept <15 – Feb’2017

Religare finvest ltd, Kolkata, India

**Relationship Manager-Executive**

* Looking after the regular issues pertaining to Operations and Sales of Business loan,mortgages.
* Maintaining and handling existing client and understand their requirements.
* Convert prospects to closed sales for clients located throughout Kolkata.
* Provide close, personal client attention and tenacious follow-up to ensure best service.
* Maintaining center standards as desired in the rule book.
* Conducting cold calls to make sure all standard of excellence been maintained and doing business from open market and generate revenue.
* Handling client issues and quires by providing them high class customer service.

May’11 – JUNE’15

Icici Bank, Kolkata,India

 **Sr. OFFICER**

* Looking after the regular issues pertaining to Operations, Admin & HR.
* Maintaining and handling existing client and understand their requirements.
* Providing support to Operations team.
* Regular Participation in client interactions by solving the issues that they had.
* Weekly projection on how to resolve the issues to the internal client was projected through presentations.
* Responsible for daily acquisition for CASA,HOME LOAN,INSURANCE,Wealth

Management Accounts etc.

* Formulation of Incentives for the PFCs.
* Active participations in daily operations.

 DEC’08- feb’11

Hotel v.i.p. international

Front office executive

* Leading a team of 12members.
* Regular Participation in client interactions includes Monthly Target discussion. Making quarterly and half yearly Sales projection through presentations.
* Ensuring all team-members, including self, are informed & fully understand any and every process / product / technology matters that lie in our scope of support.
* Handling escalated/ Grievance situations which cannot be resolved by front line staff.
* Improving the quality of the application on day to day basis by checking the applications every time before check-in & check-out on a regular basis.
* Performance making daily sales report.
* Providing upper and lower performance feedback and target to the team.
* Initiation and Improvement of performance enhancement plans.

**Achievements**

* Promoted as a Sr. Team Leader within 6 months of joining the organization.

july’05 – OCT’08

Was associated with family business.

**Education**

2001– 2005 Institute of Hotel Management Kolkata, West Bengal

1998 – 2000 XIIth from CBSE Kolkata, West Bengal

1998 Xth from WBBSE Kolkata, West Bengal

**Technical Qualifications**

Proficient in Computers, Microsoft Office and Internet.

# Professional Training : Diploma in Travel and Tourism

#  Management from B.I.L.A.M.S., Kolkata., West Bengal.

**Interests**

Keep updated on current Business and Economic affairs, computing in all forms, along with good communication & interpersonal skills.

Music and Movies.

**Extra Curricular Activities**

Played Cricket, School Level Under 16 CAB.

Martial Arts (Karate) Brown belt.

**Personal Details**

Father’s name: Lt.Surendra Nath Tewari

Date of Birth: November10th 1981

Nationality: Indian

Religion: Hindu

Sex: Male

Passport: Yes

Passport Number: M2023227.