

Aim to work in a challenging work environment where I can utilize my expertise, towards the development and implementation of the new ideas, contributing to growth of the organization, and to be a successful Team Player by sheer of hard work and self-belief and where can utilize my experience & expertise for my development and also for successful contribution for the organization.

**PROFILE SUMMARY**

- ❖ Having 15 years of experience in Sales & Business development of Banking and Financial products and services.
- ❖ Expertise in Sales and business development, Client relationship management, team management and training and product promotion, channel sales management.
- ❖ Skilled at learning new concepts quickly, working well under pressure, and communicating ideas clearly and effectively.

**PERSONAL TRAITS**

- ❖ A keen communicator with strong analytical, presentation, client relationship, problem solving skills.
- ❖ Ability to learn new Technologies/Tools and work on them with minimal guidance.

**INDUSTRY & PRODUCT HANDLED**

With my experience and expertise worked with Banking and Financial Industry, and handled several roles and profiles and handled wide range of products like: Personal loans, Mortgage loans, Car loans, Credit cards, life and general Insurance, Equity and other investment products.

**KEY SKILLS & EXPERTISE**

Expertise in Sales and business development, Client relationship management, team management and training and product promotion, channel sales management.

**PRESENT PROFILE**

**ICICI BANK LTD (April 2016 –present).**

**Role: RELATIONSHIP MANAGER (secured and unsecured loans).**

**PRODUCTS:** Personal loans, Mortgage loans, Car loans, Credit cards, Gold loans, life and general Insurance, Equity and other investment products, savings and Current Accounts.

**Roles & Responsibilities:**

- ❖ Handling team of Sales executives, on- roll officers Tele callers provide team guidance and drive towards assigned targets.
- ❖ Performance review and also provide motivational skill development and product training
- ❖ Handle assigned Branch channels and provide the product presentation to clients and company.
- ❖ Handle branch sales team, updated product & knowledge based training for the Branch team, and provide customer relationship services.
- ❖ Channel sales management and business channel development.
- ❖ Organizing product promotional activities with Branch and business channels.
- ❖ Existing customer relationship management and serve them with cross selling of other products as per need.

## **HDB FINANCIAL SERVICES (JULY 2015- April 2016).**

### **SALES MANAGER**

**PRODUCTS:** Secured and unsecured loans, mortgage loans, gold loans, credit cards and insurance.

#### **Roles & Responsibilities:**

- ❖ Handling Team of sales executives and sales officers guide and development and drive towards success and assigned targets.
- ❖ Performance review and also provide motivational skill development based and product training
- ❖ Handle assigned Branches and provide the product presentation to clients and company.
- ❖ Handle and development of branch sales team, update product based knowledge and training for the team.
- ❖ Assigned customer relationship services, need analysis and cross selling of other products.
- ❖ Channel sales management and business channel development.
- ❖ Organizing product promotional activities.

## **PNB MetLife India Insurance Company Limited (Jan 2015- July 2015)**

### **Senior sales manager (Agency)**

**PRODUCTS:** Life insurance.

#### **Roles & Responsibilities:**

- Prospecting and selecting Advisors from own reference market.
- New client acquisition and client servicing and client relationship management.
- Relationship managers team handling.
- Selecting candidates from successful segment and professional segment as per the location and profile.

## **Guinness Insurance Broking (August 2014- Jan 2015)**

### **CLUSTER MANAGER**

**Products:** Life and non-life Insurance, Educational products, credit cards, Personal & Business Loan.

.My responsibilities here are:

- Handling team of Sales Managers, Relationship Managers, Team leaders and TSO's.
- Team handling, coordination between team members, Motivate business channel and team to achieve the organizational goal and business target.
- Business channel and Franchisees development and handling.

## **Max Bupa Health Insurance (Sep 2013-August 2014)**

### **AGENCY MANAGER**

**PRODUCTS:** Health Insurance.

My responsibilities here are;

- Prospecting, selecting and recruitment of Advisors from own reference market.
- New client acquisition, client servicing and client relationship management.

**ING LIFE INSURANCE COMPANY LTD. (Nov 2009- Sep 2013)**

**SALES MANAGER**

**PRODUCTS:** Life Insurance

My responsibilities here are;

- Prospecting, selecting and recruitment of Advisors from own reference market.
- New client acquisition, client servicing and client relationship management.

**INDABULLS SECURITIES LTD. (JULY2007-OCT2009):**

**RELATION SHIP MANAGER**

**PRODUCTS:** Equity, Commodity, Currency, Mutual Fund, Bond's, SIP, IPO, NFO, Life and nonlife Insurance.

My responsibilities here are;

- New client acquisition and client activation with proper service, and generating revenue for company.
- Cross selling products (Insurance and Mutual fund).
- BDE and Tele sales team handling.
- Doing performance review and planning for each and every month with sales team and Set their individual goals for the month.

**STANDARD CHARTERED FINANCE LIMITED (2006 DEC-2007 JULY)**

**SALES OFFICER**

**PRODUCTS:** Business & Personal loan, Credit Cards.

My responsibilities here are;

- Generating leads for the company by making cold calls.
- New client acquisition and client servicing.
- Handling referral channels and DSA's ,and assigned BST team handling.

**CENTURION BANK OF PUNJAB LTD (DEC 2005-Dec 2006)**

**UNIVERSAL BANKING OFFICER**

**PRODUCTS:** Credit Cards, Savings & Current A/C, Two wheeler and Car Loans, Personal & Business Loans,Insurance.

My responsibilities here are;

- Responsible for the Sales targets
- Develop and Execute Promotional activities and sales calls.
- Direct selling to clients as per their need as per the range of products of Bank.

## **ACADEMIC DETAILS**

### **PROFFESIONAL QUALIFICATION:**

SAP: SALES AND DISTRIBUTION FUNCTIONAL MODULE.

### **Computer Knowledge:**

Windows Basics, MS Office, CRM.

### **Academic qualification:**

B.COM Graduate, Calcutta University, year 2005, College: Bangabasi College of Commerce

**Language known:** Bengali, English & Hindi

**Hobbies:** Listen to Music, reading novels, cricket, travelling and making friends

## **DECLARATION**

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

### **Personal details:**

Date of birth: 28/05/1984

Fathers name: Mr. Mihir Mukherjee

Sex: Male

Marital status: married

Religion: Hindu

Place: kolkata

**Sign:**