

PARTHA KANTI MAJUMDAR
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PROFILE

A creative and enthusiastic person able to work on own initiatives and as a part of team to achieve company objectives. Dedicated to maintain high quality services.

JOB OBJECTIVE

An opportunity in the field of sales & marketing/Banking that enhances my career as a business head by utilizing my experience, analytical & leadership skills in a manner that would contribute towards the positive development of an organization

EXECUTIVE SUMMARY

PROFESSIONAL EXPERIENCES



Designation: Branch Sales Manager

Organisation: Poonawalla Housing Finance From Oct'2023 to Till Now

Job Profile:

Managing and monitoring direct sales team
Daily and monthly review , daily MIS maintenance
DSA , Builder and Connector visit with DST and FSO
Daily login and disbursement tracking
Visiting with bucket and NPA collection list
Branch operation and maintenance lookup



Designation: Sales Manager (Auto Loan)

Organisation: Axis Bank Ltd From Sep 2021 to Sep 2023

Job Profile:

Managing DST and DSA channel
Review target , daily report with DST
Visit the dealer point and the DSA channel
Managing the collection portfolio with the collection team
Maintenance the daily MIS, PDD updation, payout process
Identifying and appointing new & referral channel for expanding the market and focus on other cross sales products



Designation: Relationship Manager (Emerging Micro)

Organisation: Jana Small Finance Bank From July'2020 to July'2021

Job Profile:

Direct Sourcing of AHL, LAP & Gold Loan
Building relation with retailer and builder.
Meeting with JC branches
Visit with unpaid customer for collection
Legal and Technical query solve.
Disbursement and cheque clearance for registration.
Identifying and appointing new & referral channel for expanding the market.



Designation: Branch Sales Manager (HL & LAP)
Organisation: Shriram Housing Finance Ltd From Dec'2019 to May'2020

Job Profile:

- Building relation with DSA and connector.
- Building relation with retailer and builder.
- Legal and Technical query solve.
- Disbursement and cheque clearance for registration.
- Identifying and appointing new & referral channel for expanding the market.



Designation:Senior Sales Officer (HL & HE)

Organisation: Indiabulls Housing Finance Ltd From June'2015 to Dec'2019.

Job Profile:

- Building relation with DSA and connector.
- Building relation with retailer and builder.
- File Login
- Legal and Technical query solve.
- Disbursement and cheque clearance for registration.
- Identifying and appointing new & referral channel for expanding the



Designation:Sales Executive (Commercial Vehicle Loan)

Organisation:HDB Financial Services (as a service provider under HDFC BANK LTD) From Feb '2010 to June'2015

Job Profile:

- Handling Branches of HDFC BANK for the commercial loan and Cross sell products.
- Profile is to handle all Dealers(Related to the product) in the given jurisdiction and to generate new opportunities of business by providing actual input as per the asking scenario as well as reporting to the Product Head for better policy enhancement and forecasting of the market, consumer behaviour.
- To Increase sales and handle dealer network.
- Provide operational support
- Driving the business by monitoring daily calling and monitoring the logged-in files into the system till disbursement stage.
- Identifying and appointing new & referral channel for expanding the market.

**SUMMARY OF
QUALIFICATION**
EDUCATIONAL

Bechelor of Commerce

Period – 2000 – 2003. (Vidyasagar University, West Bengal.)

Higher Secondary

Year- 1999. (W.B.C.H.S.E).

Secondary

Year- 1997. (W.B.B.S.E).

PROFFESIONAL

- DOEACC 'A' level from Institutes of Computer Engineers (India), Kolkata, (Year 2004- 2005)
- Computer Hardware (A+) from IIHT, Kolkata.(Year 2005)
- Certificate of RS Routing from NetworkX, (Year 2013)
- Diploma in Financial Accounting from Brainware Computer Academy, Medinipore. (Year 2003-2004)



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| <u>COMPUTER SKILLS</u> | Operating System : DOS, Windows-98, 2000, XP, Vista, Linux. Applications: Ms- Word, Excel, PowerPoint, Access, FrontPage, Tally. Languages: Basic, C, C++, Visual Basic, HTML. Database: Ms-Access, SQL. Hardware & Networking: Assembling, repairing & maintenances. |
| LANGUAGES KNOWN | English, Hindi & Bengali. |
| PAN | BHRPM9482P |
| AADHAR | 4462 3391 4287 |
| <u>PERSONAL DETAILS</u> | |
| ☒ DATE OF BIRTH | 18 th January, 1982 |
| ☒ SEX | Male |
| ☒ MARITAL STATUS | Single. |
| ☒ NATIONALITY | Indian. |
| HOBBIES | Reading magazines, playing cricket & internet surfing. |
| | DATE – (Partha Kanti Majumdar) |

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