***RESUME***

# PRASENJIT SAU

VILL - Gouripur

P.O.- Kanjiakhali

P.S - Uluberia

Dist. – Howrah

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*SYNOPSIS*

Banking professional with more than 7 years and 7 months of experience in Farm Equipment Department, Business Development, Key Account Management. Currently associated with INDUSIND Bank Ltd., Contai as Deputy Manager. Adept in client with focus on revenue generation and customer handling. Ability to support & sustain a positive work environment that fosters team performance with strong communication; assistant management skills.



*EMPLOYMENT SCAN*

1. **ORGANIZATION – ICICI BANK LTD.**

**11ST MAY, 2013 – 7TH NOVEMBER 2017**

**DESIGNATION – DEVOLOPMENT OFFICER**

**JOB DESCRIPTION –**

* Handling the business portfolio for Tractor loan product.
* Provide them with various products of the bank and fulfilling their needs.
* Provide superior customer service and build good relationship with clients and acquire maximum business through them.
* Overall business development.

1. **ORGANIZATION** – **INDUSIND BANK LTD.**

**10TH NOVEMBER, 2017 – Till Date.**

**DESIGNATION – DEPUTY MANAGER**

**JOB DESCRIPTION –**

* Handling the collection portfolio for loan product (Tractor) with the business portfolio.
* Execute the product sales and service plays and processes.
* Bank Management and sales Leadership.
* Examine, evaluate, and process loan application looking for upsell and cross- sell opportunities to deepen member relationships.
* Maintain the sales target of every month and after analysis’s the sales report, this will be send to hierarchy.
* Assist in the negotiation and resolution of significant client issues.
* Ensure necessary due diligence (i.e., accuracy of information) to support the accuracy of all client activity.
* Provide guidance and training to the outsourcing staff.
* Prepare semi-annual performance reviews, discuss goals, build an action plan.
* Overall business development.



*SCHOLASTICS*

* Completed B.A in 2009 from Uluberia collage.



*COMPUTER PROFICIEN*

I have completed computer basic knowledge from “New Uluberia YCTC” computer training center in 2008 and have **Retails Management Training Program** by ICICI bank.



*HOBBIES AND SPECIAL INTERESTS*

Listening music



*PERSONAL PROFILE*

**Profile**  : Male / Indian / Married

**Date of Birth** : 10th Feb 1989

**Language Proficiency** : Bengali.

Place : Uluberia PRASENJIT SAU