

RESUME



PRASENJIT SAU

VILL – Gouripur

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SYNOPSIS

Banking professional with more than 8 years and 9 months of experience in Farm Equipment Department, Business Development, Key Account Management. Currently associated with HDB Financial Service Ltd. At Hooghly as Sales 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 – DEVELOPMENT 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.

2. ORGANIZATION – INDUSIND BANK LTD.

10TH NOVEMBER, 2017 – 19TH May 2021

DESIGNATION – DEPUTY MANAGER 2

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 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.

3. HDB FINANCIAL SERVICES LTD
21st June, 2021 to Till Running
DESIGNATION – SALES MANAGER

JOB DESCRIPTION –

- Manage Consumer Durable Business through teams at specific dealer counters in the assigned area or region
- Manage a team of sales officers and drive to achieve set parameters
- Achieve target Nos. / Value (Logins and disbursements), Cross sell
- Track and provide solution for the non-starter cases
- Handle dealer requirements and complaints and co-ordinate with the support teams to resolve complaints.
- Demand Generation Activities: Planning & execution of sales promotion plan
- Focus the customer requirement with analysis and solve the issues.
- Business Development
- Operations Management
- Client Servicing
- Team Management

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

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