##### PRIYANKA ADHIKARY

**Mobile: 91-8777248494 Email: priyanka.adhikary0305@gmail.com**

**WORK EXPERIENCE**

**In Banking & Finance Sales for the last 7.5yr working..**

Sales manager with over 2 years of experience in Unsecured Asset division in Bajaj FInserve where I am taking care of recruiting, training and supervising sales staff while planning and implementing new sales strategies for driving business . Seeking to bring my proven track record of launching successful marketing campaigns and team leading into senior management position.

**CORE SKILLS:**

# Team Management # Sales & Marketing

# Customer Service # Business Development

# Recruiting & Training # Data Management

# Corporate Engagement # Data Analysis

**CAREER SUMMARY:**

* Currently working with **Bajaj Finserve** as Sales Manager from **August 2018 to till date.**

**Responsibilities:**

* Managing a team size of 6 Executives who are in front line sales of Personal loan including a tale caller.
* Need to achieve a defined target including revenue, defined no’s of Personal Loan.
* Monitoring and motivating the team towards their goal and directing them in aright directing by maintaining all bank policy and compliance policies.
* Regularly updating the team about the products and competitor products.
* Closely working with RCU and underwriting team to quick resolve of critical process and for better approval rates.
* Marinating and updating a daily MIS of which contains detail like daily productivity, approval, declined ratio, revenue to update executive about their performance.
* Observing all central database to understand current business trends and progress.
* Recruiting and Hiring new executive and train them properly also a vital tusk.
* Presenting the goal progress and about the current business scenario towards seniors to make them understand about current stand of my team.
* Worked as an **Acquisition Manager** in **Indusind Bank** from June, 2015 to June, 2018.

**Responsibilities:**

* Acquiring new customer for Personal Loan.
* Meeting the defined target and cooperating sales manager.
* Giving highest level of customer service and resolving queries of customer.
* Campaigning and promoting of products to drive best business result.
* Worked as a **Tele Sales Executive** in **HBL Global Pvt. Ltd.( HDFC BANK Personal Loan Dept.** from December, 2012 to June, 2015.

**Responsibilities:**

* Sourcing personal loan from open market.
* Achieving targets and giving service to the applicant was my part of job.

**EDUCATIONAL QUALIFICATIONS:**

* Graduate from Calcutta University in Bachelor of Arts in 2012.
* **Finished Higher Secondary from** WBCHSE in 2008.
* **Completed 10th from** WBSE in 2005.

**COMPUTER PROFICIENCY:**

Proficient with MS word, excel, power point and outlook and other banking tool.

**PERSONAL DETAILS:**

Date of Birth : 03-05-1989

Father’s name : Sanatan Adhikary

Marital Status : Married

Address : 102/, P.N. Mitra Lane, Kolkata-700053

**Date:**

**Signature:**