RESUME

MRIGANKA DUTTA. Address (Permanent)

CONTACT NO : 9836563712 (M), P.O: Patulia, VILL: Baishnab Bagan,

P.S : Khardah, Dist: 24 pgs(N)

.Email Id : [duttamriganka79@gmail.com](mailto:duttamriganka79@gmail.com). Kol: 7000119.

Career objective:

Seeking position to utilize my skills and abilities in an Industry that offers professional growth while being resourceful, Innovative and flexible.

Personal Skills:

1) Strategic planning &analytic ability.   
2) Excellent skills in Marketing and Business Development.   
3) Good Leadership & Man-management.  
4) Effective decision making.  
5) Managerial experience in Retail industry.   
6) Knowledge of operation and maintain the process of  
 product logging

7) Comprehensive problem solving abilities, good verbal and written communication skills.

8) Ability to set objectives, work according to priorities and meet deadlines, willingness to learn facilitator.

Academic Qualification:

M.A. in Bengali, under Burdwan University in 2002.

Honours Graduate in Arts under Calcutta University in 2000.

Higher Secondary pass in Arts under WBCHSE in 1997.

* Computer Knowledge: M.S-Dos, Window98/2000, Microsoft office, excel ,MS Access & Internet.
* EXTRA QUALIFICATION: Completed the NCFM certificate course.
* “TRAIN THE TRAINER” workshop on basic presentation skill on financial literacy certificate from “DHFL PRAMERICA LIFE INSURANCE CO.LTD.

WORKING EXPERIENCE:

(1)Working as a BRANCH MANAGER in “EXIDE LIFE INSURANCE CO. LTD”) From 22nd June 2020 to Till )

Job Profile: Responsible for company on roll a team of Life insurance. I am Drive our Branch Business through my ADM’s & ADM’s are Responsible for recruiting a team of life insurance Team Leader with agents or advisors through in there social contacts & circle. He has to train, motivate & finally drive the business through them.

(2) Worked as a“FINANCIAL SERVICE HEAD CENTRAL(GRADE:Manager)” in “Srei-Sahaj e-village Company Limited”.\*\*(Promotion Financial Service Head West Bengal to Financial Service Head CENTRAL on 25TH JUNE 2019). (From 1st Aug’2013’ to 20th June 2020’)

Job Profile: Responsible for company on roll a team of Life insurance / General insurance/ Health Insurance/ Mutual fund. I am Drive our Pan IndiaLife insurance / General insurance/ Health Insurance/ Mutual fund Business through State wise FS-Head,Zonal Head, District Manager,Senior Executive or Executive& 75000 VLEs support through in company recruited pay roll team. He has to train, motivate & finally drive the business through them

(2.1) Worked as a“FINANCIAL SERVICE HEAD WEST BENGAL(GRADE:Manager)” in “Srei-Sahaj e-village Company Limited”.\*\*(Promoted Zonal Manager to Financial Service Head West Bengal on 1st JUNE 2018).

Job Profile:

Responsible for company on roll a team of Life insurance / General insurance/ Health Insurance/ Mutual fund. I am Drive our West Bengal’s Life insurance / General insurance/ Health Insurance/ Mutual fund Business through Zonal Head, District Manager,Senior Executive or Executive& 5500 VLEs support through in company recruited pay roll team. He has to train, motivate & finally drive the business through them.

(2.2) Worked as a“ZONAL MANAGER (GRADE:Manager)” in “Srei-Sahaj e-village Company Limited”\*\*(Promoted District Manager To Zonal Manager on 1st April 2017 )

Job Profile: Responsible for company on roll a team of Life insurance / General insurance/ Health Insurance/G2C service/ Mutual fund/ Rural banking service &E-GOV service/ ETC. 8 District Manager&Executive or Senior Executive & 5886 active VLE through in company recruited pay roll team. He has to train, motivate & finally drive the business through them. Responsible for SOUTH BENGAL ZONE in charge, seeing the Whole business, profit & maintain the stuff.Daily basis checking the DSR & prospect list of District Manager&Executive or Senior Executive salary also & send it to responsible person.Organized work side marketing with my Executive or Senior Executive, campaign & seminar for getting more business.

Achievement:

1. Achieve Best Employee of the Year Award 2016-2017.
2. Top Zonal Manager in All LOB of 2016-2017 & 2017-2018
3. Achieve Bangkok Trip in 2016-2017.

(2.3) Worked as a“DISTRICT MANAGER (GRADE:Assistant Manager)” in “Srei-Sahaj e-village Company Limited”.

Previous Job Profile:

Responsible for company on roll a team of life insurance / general insurance/ G2C service/ mutual fund/ rural banking service &E-GOV service/ ETC. Executive or Senior Executive &423 VLE through in company recruited pay roll team. He has to train, motivate & finally drive the business through them.

Responsible for NORTH 24 PGS in charge, seeing the Whole business, profit & maintain the stuff.Daily basis checking the DSR & prospect list of District Manager&Executive or Senior Executive salary also & send it to responsible person.

Organized work side marketing with my Executive or Senior Executive, campaign & seminar for getting more business.

(1) Achieve “BEST DISTRICT MANAGER in WEST BENGAL in “2014-2015”&“2015- 2016”.

(2) Achieve “LOCAL DIHGA CONTEST in OCTOBER 2013”.

(3) Achieve “BEST 2ND DISTRICT MANAGER OF 2nd Quarter in YEAR 2013 IN STATE”.

(4) Achieve “BEST 3rd DISTRICT MANAGER OF 3rd Quarter in YEAR 2013 IN STATE”(achieve Malyasia contest).

(5) Achieve “ BEST DISTRICT MANAGER OF 4TH Quarter IN STATE & 2ND IN PAN INDIA”in 2013.

1. Achieve “ BEST DISTRICT MANAGER OF 1st Quarter IN STATE & 2ND IN PAN INDIA(achieve dubai contest) in 2014-2015.

(2) Worked as a “AGENCY DEVELOPMENT MANAGER” in “ICICI prudential life insurance company .ltd.” ”.\*\*(Promoted UNIT Manager to AGENCY Development Manager on 1st December 2009).

(From 8th Oct 2007 to 31st August 2013).

Previous Job Profile:

Responsible for requiting a team of life insurance agents or advisors through in my social contacts & circle. He has to train, motivate & finally drive the business through them.

Responsible for seeing the Whole business, profit & maintain the insurance consultant.

Daily basis checking the DSR & prospect list of advisors & make their commission also & send it to responsible person. Organized work side marketing with my advisors, campaign & seminar for getting more business.

Daily basis checking the DSR & prospect list of advisors & make their commission also & send it to responsible person. Organized work side marketing with my advisors, campaign & seminar for getting more business.

(2.1) Worked as a “UNIT MANAGER” in “ICICI prudential life insurance company .ltd.”

(From 08th OCT 2007 to 30th NOV 2009).

Previous Job Profile:

Responsible for requiting a team of life insurance agents or advisors through in my social contacts & circle. He has to train, motivate & finally drive the business through them.

Responsible for Gala ( Khardah)in charge, seeing the Whole business, profit & maintain the stuff.

Daily basis checking the DSR & prospect list of advisors & make their commission, salary also & send it to responsible person. Organized work side marketing with my advisors, campaign & seminar for getting more business.

Achievement:

(1) Achieve “GOLD MEDAL” & “EXECUTIVE DERECTOR” certificate in “Eight on Eight” Anniversary celebration in Q3,2008-2009.only 7 manager qualify in the anniversary celebration in Q3 gold medal challenge in PAN INDIA.

(2) Achieve “10, 20, 30 KA DUM”& “V.P. Certificate” award in august 2008 only for me in our branch. Highest number for cases in august 2008, only 9 managers qualify for the challenge in PAN INDIA.

(3) Achieve “PRIDE OF HIMALAYAN” on case count for the month of JANUARY 2009.14 manager qualify for the challenge in PAN INDIA.

(4)Highest requite advisors (25) within 1 month and qualifying for dinner with Branch & CD manager in our company.

(5)Highest WRP regular premium is logging (9.90 lacks) in month of January 2008& total business submitted 40 lacks.

(6) Qualifying Sither Baithak&Zenith certificate Which will organized by Company.

1. Achieve “ karma jodya” award in March 2009& achieve head of sales certificate.

(3)Worked as an INSURANCE CONSULTANT in “BAJAJ ALLIANZ life insurance co. ltd.”

(From 08th December 2006 to 07th October 2007)

Previous Job Profile:

* Worked in the agency force. My job was to convince the customers to make them understand that our product (insurance policys) are the best available in the market. My job basically was to fulfill the needs of the customers by understanding their needs and sorting out a proper product for him/her explaining the benefit he/she would get in the near future thus making available the best product he/she was looking for.
* During my months of service in the company I have had the privileges to attend all the seminars, meeting and parties where I got to meet different celebrities from different sectors of different industries. But the greatest achievement that I got while working in the company is the smiling faces of all the satisfied customers.

Achievement:

* I achieve “Gold club member” in first 9 month. (Achieved 1st 9 months of 50 policys with 12.25 lacs WRP).
* Total business achieve in this company in 12.85 lacs & 52 policy.

Strengths:

* Fluent in local language (Bengali), Hindi & English.
* Hard Working and Obedient.
* The greatest strength is immense confidence on oneself.
* Prefer to go all Metros.

Personal Details:

Father’s Name : Mr. Nirmal Kumar Dutta.

Date of Birth : 23rd September 1978.

Sex : Male.

Marital Status : Married.

Nationality : Indian.

Present C.T.C. : Rs6.50 Lacs.

Other Facility : Tour & Conveyance,Laptop, Mobile bill,& LapTop Data Card

Expected Salary : Negotiable.

Notice Period : 2 month.

Place : khardah. 24 pgs (n).

Date : MRIGANKA DUTTA