

RESUME

Animesh Jana

Carrier Objective:

To be a part of a professionally managed organization where I can learn and contribute to growth of the organization. My goal is to join with Middle to senior level positions in the area of Operations with a premier organization with a highly motivated team, which allows me to work with other inspiring persons, experiment, interact and above all push myself to new extremes.

Areas of Expertise:

- ❖ Business Development. Development of New Client Opportunities. Customer Satisfaction.
- ❖ Strategic Market Planning
- ❖ Inventory Management Planning and Issue Resolution •Market Segmentation
- ❖ Brand/Product Marketing
- ❖ Product Definition/Identification. Product Marketing. Lead Generation.

Professional Experience:

December 2017.....Till date

Branch Manager

At Muthoot Fincorp Ltd at Haldia Branch
(Gold Loan)

- Planning for Branch Portfolio growth.
- Coordinating promotional activity.
- Analyzing competitor activity.
- Maintain profitability with proper recovery.
- Providing sound leadership to staff.
- Building strong relationships with customers.
- Resolving Audit Compliances .
- Resolving customer issues on timely with professional manner.
- Ensuring the security of the branch.
- CRL maintain at Branch.

March 2016.....July2017

Senior Channel Manager

At Fullerton India Credit Company Ltd. at Haldia Branch
(Personal Loan)

- Channel recruitment in market.
- Coach, mentor and motivate sales team(Channel Member).
- Develop and execute sales strategies.
- Maintain and strengthen a large portfolio of clients.
- Manage sales budgets and set targets.

January 2013.....February 2016

Executive at

**Mahindra & Mahindra Financial Services Ltd. at
Tamluk Branch.**

(Vehicle Finance)

- Lead generation from dealers, market, customer reference, broker and others various channels.
- Identification of right borrower.
- Documentation, Scheme process awareness.
- Loan Funding.
- Repayment recovery of borrowers.

Educational Qualification:

EXAMINATION	YEAR	BOARD	PERSENTAGE
10 Th	2005	W.B.B.S.E	60%
10 Th + 2	2008	W.B.C.H.S.E	49.6%
10 Th +2+3	2012	B.Sc in HMCT	63.5%

Other Qualification: Basic computer (Word, Excel, Power point, Internet).

Training Attended:

- ❖ 6 month training attended in Ahmedabad (**Courtyard by Marriot**) regarding Industrial Training.

Personal Details:

Date of birth : 23rd September 1988

Religion: Hindu

Gender: Male

Linguistic skills: English, Hindi. Bengali.

Email ID: seuliani@gmail.com

Mob: **7001323984/ 7797059542**

Permanent address:Chaitanyapur,Sutahata,
Purba Medinipur, Pin - 721645

Declaration:

- ❖ I hereby declare that all the above information's are true to the best of my knowledge.

Place-Haldia

Date- 21/06/2022

Signature