



## Partha Dey

Sales Team Lead

9046716459  
dey.parthal989@gmail.com  
Kolkata, West Bengal  
Indian  
DOB : 15/09/1989  
Fathers Name : Goutam Dey  
Marital Status : Married

### EDUCATION

Bachelors Of Business Management  
Gayatri Vidya Parishad  
07/04/2008 - 09/06/2011  
Visakhapatnam

### SKILLS

Adaptability

Collaboration

Leadership

Customer Service

Multitasking

### LANGUAGES

English

Bengali

Hindi

Odia

### AWARDS

#### AWARD RECEIVED

Pan India Top 10 in PB Sales Catagory  
14/04/2018

#### AWARD RECEIVED

Best Branch Contribution Score For The FY  
2019-2020 New Branch Catagory  
01/10/2020

### ABOUT ME

Results-driven and accomplished sales professional with a proven track record of over a decade in the financial industry, spanning both traditional financial institutions and cutting-edge fintech company. My extensive experience has honed my ability to thrive in dynamic and competitive markets, delivering consistent revenue growth and forging lasting client relationships

### OBJECTIVE

Dedicated and results-oriented sales professional with a decade of experience in the financial industry, including roles in esteemed financial organizations and fintech companies. Seeking a position in a dynamic and forward-thinking organization where I can leverage my expertise to drive revenue growth, build strategic partnerships, and contribute to the continued success of the company.

### PROFESSIONAL EXPERIENCE

#### Sales Team Lead

Paytm

16/08/2022 - 31/05/2023

Kolkata, East & West Midnapore

B2C Business, Team Lead, PDS/QR/Sound Box, Reporting, Training, Managed a Team of 10 FSE.

#### Branch Manager

IIFL FINANCE LIMITED

20/05/2019 - 18/01/2022

Chandrakona Road, Ramnagar

Branch Team Management

Gold Loan Sales

Personal Loan

Business Loan

Insurance Sales

Mentoring

Reporting

Look after Branch Audit Parameters

Teller

## AWARD RECEIVED

Highest POS Growth for the FY 2019-2020

New Branch Category

01/10/2020

## STRENGTHS

Positive Thinker

Quick Learner

Self Motivated

## INTERESTS

Playing Cricket

Music

Visit Offbeat Locations

Indusind Bank Ltd

25/09/2018 - 30/03/2019

Contai

Cash and Non Cash Transaction, CASA Sales, Personal Loan, Insurance Sales, Card Sales, ATM Reconciliation

Relationship Manager

HDFC Bank Ltd

18/05/2016 - 04/09/2018

Contai West Bengal

HNI Customer Portfolio Build-up and Maintenance, Revenue Income Generation, CASA, POS, Personal Loan, Business Loan, Gold Loan, Insurance, Two Wheeler Loan, Auto Loan, CE/CV, Cards

Business Development Executive

Educare Institute For Higher Studies

02/09/2013 - 04/05/2016

Kharagpur West Bengal

Sales,

Accounts

Officer Sales

Axis Bank Ltd

30/09/2011 - 07/05/2013

Kolkata

Field Sales,

CASA Sales, POS, Personal Loan, Business Loan, Gold Loan, Insurance, Card

## INTERNSHIPS

Employees Motivation

Tata Metaliks

03/03/2010 - 02/04/2010

Kharagpur

One Month's Summer Internship

## CERTIFICATES

NISM Series V-A

National Institute Of Securities Market

1500055924

19/05/2015 - 18/05/2018

Mutual Fund Distributors Certification Examination

NISM Series VI

National Institute Of Securities Market

1500157656

21/12/2015 - 20/12/2018

Depository Operations Certification Examination

IRDA

Insurance Regulatory And Development Authority

03/06/2017 - 03/06/2020

## DECLARATION

I hereby declare that the above furnished information is true to the the best of my knowledge.

Place : Kharagpur

Date : 04/11/2023



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