**Rina Jha**

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**Phone:**+91-9038219773

**Result-driven professional** with a verifiable track record targeting assignments in Sales Management in BFSI(POST MBA) and **ApplicationDevelopment** and **Maintenance** in **IT** Industry (Prior MBA)

Location Preference: Pan India (Preferably West Bengal)

**PROFILE SUMMARY**

* **Achievement-driven professional** with an experience of around **3.5 years** and object oriented platform with MVC architecture(Prior MBA)
* **Achievement-driven professional** with an experience of around **4.5 years** in BFSI Sales and Marketing (Post MBA)
* An effective communicator & team leader with strong analytical, problem-solving & organizational capabilities

**SKILL SET**

**~ secured and unsecured business loan up to 50 lacs ,1 lac of personal loan, cibil analysis, credit analysis,ensure collection , risk analysis,team handling, target oriented , gold loan, cross selling like casa,li,lap,home loan etc.**

**ORGANISATIONAL EXPERIENCE**

**Work Experience: Post MBA**

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| **Jana Small Finance Bank Ltd** |

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| **Designation & Branch Name**  | **Cluster Head(New Alipur and Baruipur Branch)** |
| **Responsibilities:** | Branch portfolio ,P/L ,Team handling,sales target vs achievement, |
| **Client** |  1.B2C |
| **Role** | Team Handling,Branch Target ,Productivity Analysis,Credit andCollection support,Portfolio Analysis, gold loan,secured and unsecured business loan,lap ,home loan etc |
| **Organization** |  **Janalakshmi Financial Services Ltd.(Jana Small Finance Bank)** |
| **Duration** | June’15-28th December 2019 |
| **Brandnama Integrated Marketing** |

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| **Organization** | **Brandnama** |
| **Basic Technology** | Channel partner hiring,team handling |
| **Client** | Different Banks, NBFC etc |
| **Role** | Sales Managee |
| Products |  Home loan,Lap, Business Loan,life insurance, health insurance |
| **Duration** | Jan'20- present |
| **Environment** **(with versions)** | CA and CS channel partners and team handling |

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| **WDC Ltd.**  |

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| **Project Name** | **IBM - Maxis Refflesia(Telecom)**  |
| **Basic Technology** | Java(Core), JSP, Spring3,Hibernate3,PL/SQL, Struts2,Unix. |
| **Client** | Live(**Maxis Rafflesia)** |
| **Role** | Development Team Member |
| **Organization** |  WDC ltd. |
| **Duration** | Jan 2011 –  Aug 2012 |
| **Environment** **(with versions)** | 1. Eclipse 5(TOMCAT 5.5)
2. Rad 7
3. Oracle 9i
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| **RSRC & NECTA Technologies (client company of Nehanet Corporation)** |

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| **Project Name** | SalesForce associated Nehanet CRM(Struts2,Hibernate3,EJB,XML,Spring3, Configuration)  (N tier architecture)  (**Part of the development team of different module like Opportunities,Quotes etc**) Was part of the integration in between **Sales force and Nehanet CRM.**  |
| **Basic Technology** | Java(Core), JSP, Spring3,Servlet,Hibernate,Struts2. |
| **Client** | Live (a company of USA Nehanet Corporation) |
| **Role** | Team Member (in a team of 4) |
| **Organization** | Necta Technology & RSRC |
| **Duration** | March 2010 –  October 2010 |
| **Environment** **(with versions)** | 1. Eclipse 5
2. Rad 7
3. SQL2005
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**COMPUTER PROFICIENCY ~**

Languages Known: Java,JSP,struts2,Hibernate3,SQL,

Operating Systems Known: Windows (XP/Win7), Unix

**LINGUISTIC PROFICIENCY ~**

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| **Language** | **Read** | **Write** | **Speak** |
| English | Yes | Yes | Yes |
| Hindi | Yes | Yes | Yes |
| Bengali | Yes | Yes | Yes |

**EXTRACURRICULAR ACHIEVEMENTS**

* Organize an event  **Navikaran 2013,Entreprerna’14,UMEED’14.**
* **Co Founder of ECELL ,IISWBM.**

**ACADEMIC DETAILS**

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| **Examination** | **Year of passing** | **Institution** | **Board/University** | **CGPA/****Percentage** |
| MBA Major:MarketingMinor Human Resource | 2015 | Indian Institute Of Social Welfare and Business Management | University Of Calcutta | 60% |
| B.Tech (IT) | 2008 | Narula Institute of Technology, Kolkata | West Bengal University Of Technology | DGPA 7.99 |
| HSC | 2004 | Sarat Chandra Paul Girls High School | West Bengal Council Of Higher Secondary Education | 56.5% |
| SSC | 2002 | South Point High School | West Bengal Board of Secondary Education  | 67% |

**PERSONAL DETAILS**

**Date of Birth:** 25th August 1986

Date: 20/04/2020

**Rina Jha Signature**