

Alik Dey

201/8, Gopallal Tagore Road,
Kolkata- 700035
Mobile : **(+91) 7003808382**
Email : alik.dey1988@gmail.com

Curriculum Vitae

Seeking a suitable position in your esteemed organisation. Compatible with my qualification, experience, capabilities. I would like to myself in an excellent establishment like yours where I can have a better working environment and ample opportunities.

Professional Experience

1. Idea Cellular Company (1st March'14 to 30th April'16)

- **Designation-** Area Sales Manager
- **Job Role-**
 - Driving new client acquisition efforts by interacting & developing rapport with all external/ internal constituents of clients at levels; for maximum client retention and achievement of revenues.
 - Networking with channel partners and providing them detailed knowledge; resulting in deeper market penetration and reach

2. Axis Securities Ltd (18th Oct'16 to 19th April'18)

- **Department-** SBB- Business Loan
- **Designation-** Relationship officer
- **Job Role-**
 - Driving new client acquisition efforts by interacting & developing rapport with all external/ internal constituents of clients at levels; for maximum client retention and achievement of revenues.
 - Networking with channel partners and providing them detailed knowledge; resulting in deeper market penetration and reach
 - Knowledgeable with a proven track record of cross selling other retail liabilities and assets viz insurance, MF etc.

3. Chola Business Service Limited (10th June'18 to 18th Feb'20)

- **Department-** LAP
- **Designation-** Territory Incharge
- **Job Role-**
 - Driving new client acquisition efforts by interacting & developing rapport with all external/ internal constituents of clients at levels; for maximum client retention and achievement of revenues.
 - Networking with channel partners and providing them detailed knowledge; resulting in deeper market penetration and reach
 - Analyze capital structure, income statements and provided financial solutions to the clients, structured credit approval memos and managed client onboarding process.

4. Magma Fincorp Ltd (24th Feb'20 to 14th Nov'20)

- **Department-** Business Loan
- **Designation-** Relationship Manager
- **Job Role-**
 - Driving new client acquisition efforts by interacting & developing rapport with all external/ internal constituents of clients at levels; for maximum client retention and achievement of revenues.
 - Networking with channel partners and providing them detailed knowledge; resulting in deeper market penetration and reach
 - Analyze capital structure, income statements and provided financial solutions to the clients, structured credit approval memos and managed client onboarding process.

Educational Qualifications:

- Passed Bachelors Programs in Business Management (Banking & Finance) from Mangalam School of Management & Technology in 2018.
- Passed Advance Diploma in Banking and Finance from Venus institute of Professional Studies.
- Passed 12th from Delhi CBSE Board in 2007.
- Passed 10th from Delhi CBSE Board in 2005.

Personal Details:

Father's Name:	Moni Mohan Dey
Nationality:	Indian
Religion:	Hindu
Gender:	Male
Marital Status:	Married
Date of Birth:	30/11/1988
Language Known:	Bengali, Hindi & English
Hobbies:	Playing Football, Computer Games

Strengths:

- Communication Skill
- Hard Working
- Responsible
- Time Management
- Leadership

Declaration:

hereby declaration that all the information given by me is true to be the best of my knowledge.

Date:11/06/2021

Place: Kolkata

(Alik Dey)

