

MD. SAFIAR MONDAL (P.G)

VILL:- HORISHPUR, P.O:- NARAPATIPARA, DIST:- NADIA, STATE :- WEST BENGAL, PINCODE- 741248
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Objective

To enhance my professional skills, capabilities and knowledge in an organization which recognizes the value of hard work and trusts me with responsibilities and challenges.

Experience

- **JANA SMALL FINANCE BANK** 22.04.2019 - TILL NOW
SR. BRANCH HEAD
Maintaining a portfolio of Rs. 95 crore. Achieved 99.99% recovery rate, Achieve the monthly disbursement target fixed by the management, Enhance the on time collection & biometric percentage, Team handling, Cross sell of Gold loan, Education Loan, LAP loan and also FD& RD. Planning for customer acquisition & collection.
- **SATYA MICRO CAPITAL LTD** 03.12.2018 - 06.04.2019
BRANCH HEAD
Maintaining a portfolio of Rs. 4.75 as a Aasansol Branch. Enhance the on time interest collection & achieved the monthly target. Team handling, Cross sell.
- **MUTHOOT MFI LTD** 21.05.2018 - 30.11.2018
BRANCH MANAGER
Maintaining a portfolio of Rs 2.75 cr. as a Nabadwip Branch.
Enhance the on time interest collection & achieved the monthly target.
Team handling, Cross sell of General Insurance & Business Loan.
Planning for customer acquisition & Interest collection.
- **N. W. S. MICROFINANCE** 01.06.2016 - 19.05.2018
AREA MANAGER

Maintaining a portfolio of Rs.7.25 cr. as a Malda branch. Enhance the on time interest collection & achieved the monthly target. Team handling, Cross sell. Planning for customer acquisition & Interest collection.
- **HDB FINANCIAL SERVICES** 15.09.2015 - 30.05.2016
SR. SALES MANAGER
Acquisition of new customer to achieve the monthly target, Action sales plan to up sale the policy.
- **SAHAYAT MFI PVT LTD** 17.05.2010 - 28.11.2014
UNIT MANAGER
Handling Six Branches, Maintaining a portfolio of Rs. 35 crore, Achieved 99.45% recovery rate, Handling 40 sales staff in 6 branches, Cross sell and also handling 2 credit manager.

- **SKS MICROFINANCE LTD**

02.07.2007 - 10.05.2010

BRANCH HEAD

Handling Six Branches in howrah & south 24 Pargana District, Maintaining a portfolio of Rs. 85 crore, Achieved 99.75% recovery rate, Handling 35 sales staff in 4 branches, Cross sell of Retail Insurance, Mobile phone.

Education

- MASTER DEGREE

Skills

- Excellent verbal and written communication skills, ability to deal with people diplomatically, willingness to learn, team facility tator and hard worker. Have a unique artistic bend and hand writing skill, having basic knowledge in computer.

Language

- ENGLISH, BENGALI, HINDI